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# Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN

Philadelphia, Pa., and West Chester, Pa., May, 1933

No. 1

## Cooperation

Cooperation means strength to all engaging in the cooperative movement but maximum strength can only be gained when individual members or the cooperative are working in

There should be no dissension because factors tend toward weakness and may undermine the cooperative which may have been attained after many years' efforts.

It is a great difficulty, in these days of stress, is the fact that a cooperative body does not act as promptly as some individual groups of individuals may desire. Cooperative bodies usually cover wide areas and must study every movement in light of its effect on the whole. Marketing cannot be built up in a day, and ill advised action can destroy all the effect almost over night.

Cooperative marketing does give protection to the individual membership; it does serve its membership in many ways beside the mere fact of marketing or bargaining for the sale of its products. Cooperative marketing actions are not the result of the efforts of any one individual, they are likely to be the efforts of the various cooperative leaders, both within and without the group, and to be successful action must be in unison.

Cooperative leadership has given the Inter-Milk Producers' Association the position which it occupies among the milk cooperative bodies. This has been developed with, and by, the action of the membership itself. Association through that leadership obtained a higher money return for milk than have many other organiza-

In these days of stress some members are supposed to move rapidly, to suggest that, probably appear satisfactory to themselves or to small groups, which may be unsatisfactory to the marketing program on the whole. Cooperative spirit, for the good of the group, must however be the factors that must be considered.

There have been a few areas in the Philadelphia Milk Shed where a spirit of cooperation may have developed, due largely to the ability to see the wisdom of the action proposed. At this time, when the general public of the country is in a state of unrest, this condition is more than can be expected. We must, however, that many of such actions are in error and that they will appeal to the rank and file of the membership.

Individual efforts bring some news-motivety but, as a rule, they are limited and have little effect on the situation. What cooperative actions need, not only at this time but all times, is the whole hearted action of all of its membership. Fair and fair play will undoubtedly win

It is a move that your cooperative association should be carefully studied, planned, and every effort should be made to see to it that the individual gets a square deal. We must not

fail to remember that, at the present time, we must guard our markets from every angle. Efforts, we believe, are being made to invade our market. There is much competition and lack of support that can be traced to such competition.

The way to do business, as far as our own market is concerned, is under the direction and guidance of your cooperative. The leaders of your organization are familiar with the many angles of the situation. You may not fully agree with them, but under the existing circumstances

## Listed Suggestions For Homemade Farm Relief

A plan of "homemade farm relief", one which urges the farmer to raise more of the foodstuffs needed by his family, was advocated recently by W. F. Knowles, extension service economist of the State College of Agriculture Experiment Station, at New Brunswick, N. J.

For New Jersey farmers, he pointed out, this means the use of more milk, eggs, and poultry meat produced at home, and the growing of a better garden. The objectives in growing a garden, he said, should be to produce a wide variety of vegetables which will mature over a fairly long period, to

## The Welfare — OF THE — Dairy Industry

In these days of economic stress, when not only the farmer, but the consumer of our dairy products is hard put to, to make ends meet, we should establish no system, no program, that would tend to break down the even meagre earning power of the dairymen.

More than ever before it is now necessary that the dairymen act in unison, produce conservatively, market intelligently and do all that is in their power to cooperate, one with the other, for the common good of the industry on the whole.

Destructive policies may break down our present favorable marketing situation and break down not only your own earning power but that of your neighbors as well.

they are bending all their efforts toward the best interests of the entire group. False leadership has resulted, in the past, in untold losses to the dairymen, and it is the broad, knowing leadership to which we must pin our faith if we would attain success in the end.

There are just a few things that we would call to your particular attention. Supply and demand are still the governing factors in any market and for any product, and they play the all-important factor in establishing price. Again we must remember that today supply, in relation to that of several years ago, should be much lower, inasmuch as the ability to buy your products has been materially reduced by the lack of buying power on the part of the general public. Employment has decreased, many have no work, and the lack of employment means inability to make customary purchases.

You can well realize that when non-employment has decreased the earning power of hundreds of thousands of working men and women, that consumption

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grow a large enough quantity to furnish a supply for canning, and to grow some root crops for winter storage.

"With the wide difference that exists between what the farmer receives for his products and what he pays for the many items which bulk large in his living costs", Mr. Knowles said, "it is readily seen that the farmer, under these conditions, is making good wages when he produces as much of his living from the farm as is practical.

"Something of the possibilities in producing the family living on the farm was demonstrated in a study made last year on dairy farms in Hunterdon and Sussex counties. The value of the milk, poultry, vegetables, fruit, eggs, and fuel obtained on the Hunterdon farms averaged \$259. In Sussex the average value of these products was \$289. to the farm."

The 1930 census shows that the value of vegetables grown in farm gardens on 15,600 farms in New Jersey averaged \$94. each in 1929, and that the living furnished by all types of farms in this state for that

((Continued on page 8))

## Farm Products Prices Vary Widely In States

A wide range of prices of farm products in various parts of the country is reported by the Bureau of Agricultural Economics. New England farmers are getting better prices for most of their products than are farmers in other parts of the country, and farmers in the South are getting the lowest average prices.

On the average for all the States, farmers were getting only 10 cents a dozen for eggs on March 15; they were getting 9 cents a pound for live chickens, 39 cents a bushel for potatoes, 3 1/4 cents a pound for hogs, and 18 cents a pound for butter. A ton of hay was bringing \$5.85 on the average.

Eggs in New England were bringing an average of 18.2 cents a dozen on March 15 as contrasted with 6.9 cents a dozen, or approximately two eggs for a penny, in the West South Central States. Butter was bringing an average of 22 cents a pound in New England against 15.8 cents in the East South Central States, and butterfat 23 cents a pound in New England against 12.5 cents in the West South Central States.

The average farm price of hogs in New England was \$4.18 cents a hundred pounds on March 15 as contrasted with an average low of \$2.87 in the West South Central States. A milk cow could be bought for an average of \$51.59 in New England on March 15 but in the East South Central States a milk cow could be had for an average of \$21.40.

A year ago, the average of all prices of agricultural products was approximately 20 percent higher than it is today, as shown by the Bureau's index of 61 in March 1932, as contrasted with 50 in March 1933. The 1909-14 five-year average equals 100. The decline in the past year has been greater than the reduction in prices paid by farmers for non-agricultural commodities, with the result that whereas on March a year ago the ratio of prices received to prices paid was 54 as an index figure, it is now only 49.

## Pennsylvania Second In Bull Associations

Pennsylvania ranks second among the states in number of cooperative bull associations in active operation at the beginning of this year, according to figures released by the Bureau of Dairy Industry, United States Department of Agriculture.

The Keystone state has 61 associations. Louisiana is first with 68 groups. Last year Texas was first with 87 associations and Pennsylvania stood second with 67. In 8 of the last 13 years Pennsylvania has been first and in the other five years second in number of associations.

There are 571 dairymen members of the Keystone bull associations, and 224 sires are used. Three of these are Brown Swiss, 8 Ayrshire, 39 Jersey, 50 Guernsey, and 124 Holstein. Pennsylvania ranks first in number of purebred cows in the herds, 5,918 being reported. This is more than half of the 10,221 cows in the herds, and is the best record of any state having a large number of associations.

R. R. Welch, of the Pennsylvania State College dairy extension service, is in charge of bull association work in the Keystone state.



## Delaware Cash Income From Farms 9,874,000 In 1932

The total value of sales of crop and livestock products sold from Delaware farms in 1932 is estimated at \$9,784,000, according to Richard C. Ross, Federal agricultural statistician for Delaware. Cash income in 1931 was \$15,759,000, in 1930, \$17,534,000 and in 1929, \$22,320,000.

Decreased incomes during the past three years were largely caused by declines in prices paid to farmers for their commodities, though production of many crops has been erratic in the period. It will be recalled that in 1930 practically all crops except winter grains suffered from severe drought. In 1931 some spring sown crops suffered from drought during the summer months. Last year the wheat crop was a very poor one and in addition several other crops were injured by dry weather.

Livestock and livestock products furnished about 59 per cent of the farm cash income last year and crops about 41 per cent. Chickens and eggs together produced over 30 per cent of the State's farm income, their value being estimated at \$2,978,000. Milk ranked second in income, being valued at \$2,312,000. Income from truck crops was \$1,224,000, from strawberries, \$392,000, from cattle and calves, \$344,000, from sweet potatoes, \$289,000, and from wheat, \$264,000.

Income from livestock and livestock products held up better than that from crops, when 1932 values are compared with 1929. Total cash income in 1932 was about 44 per cent as great as in 1929, while the income from livestock sources was 51 per cent as great as in 1929, and the income from crops was nearly 37 per cent as great. The value of milk is still maintained at a relatively high level, the 1932 income being nearly 62 per cent as great as in 1929. The value of apples sold was nearly 57 per cent as great as in 1929, and of eggs nearly 53 per cent as great.

Income from truck crops is estimated to have been 41 per cent as great as in 1929. Similar comparisons for other commodities are: chickens, 40 per cent; strawberries, 38 per cent; corn, 31 per cent; wheat, 14 per cent; peaches, 31 per cent; cattle and calves, 41 per cent.

## Costly Stump

In the long run it pays to get stumps and stones out of the fields so that it will be possible to operate machines more efficiently, says George R. Boyd, agricultural engineer of the United States Department of Agriculture. To emphasize the point Mr. Boyd tells of blasting out a pine stump on a Mississippi farm several years ago. After the blast he found 15 plow points stuck in that stump and in the roots around it.

Farm prices are 57 per cent of pre-war prices; retail prices are slightly above pre-war. Such a spread promises profits from home-grown vegetables for home use.

## Remember This

Forty horses can't pull a forty-horse load until they are harnessed as one team.

Before planting a new crop this season, first learn if the crop pays in the districts where it is best adapted.

Uncle Ab says that if the first furrow is straight we need not worry so much about the rest.

Uncle Ab says we are eventually captured by the things we pursue the hardest.

## Free Fuel From Forests

Thousands of unemployed residents in the national forest regions cut their supply of fuel wood in the Federal forests last winter. In the last year, 18,000 persons in the Montana-northern Idaho region removed approximately 60,000 cords of dead timber.

This use of national forest wood under free permit has not been confined to farmers and ranchers, but has been offered where available to the people of the towns and cities. Many city residents have cut their winter's fuel in the forests and hauled it to town in trucks or trailers. The national forests have usually benefited by the removal of dry wood, which in many places constituted a fire hazard, and thousands of unemployed men have put in time to advantage cutting their own fuel.

## Guernsey Makes 3650 Pounds Fat In Four Years

A new queen for four production records.—Palotterie of High Rock, a pure bred Guernsey cow, has made a total of 66,614.7 pounds of milk and 3655.6 pounds of fat or an average of 16,653.7 pounds of milk and 913.9 pounds of fat per year. She is the only cow to complete three records all over 900 pounds of fat and the only cow to average 900 pounds for four records, according to the American Guernsey Cattle Club.

Palotterie is owned by S. M. Merrill of Argilla Farm, Ipswich, Massachusetts. Her sire is the illustrious Dolly's Foremost of High Rock. He is by Branson's Foremost by Langwater Foremost. His first nine daughters to be tested with their first records averaged 687.7 pounds of fat.

Palotterie's first calf, Palotterie of Fairview Home, as a three year old has 15,360.7 pounds of milk and 759.5 pounds of fat to her credit with a month to go. Her record as a two year old was 698.4 pounds of fat. Palotterie had two bull calves one of which, Argilla Terry, is the junior herd sire at Argilla Farm.

The making of these records has been under the supervision of the Massachusetts State College.

At the Old Forge Farm at Spring Grove, Pa., owned by the Estate of W. L. Glatfelter, the large dairy herd which averaged 55 cows daily with an average of 46 cows in milk daily yielded an average of 380.54 lbs. butterfat, 6,900 lbs. milk per cow for the year of testing. This was the highest record the herd has made in three years of testing through the Herd Improvement Registry of the American Jersey Cattle Club, the national organization of Jersey breeders. For the first year of testing the herd averaged 334.30 lbs. butterfat per cow and during the second year made a record of 326.79 lbs. butterfat per cow.

The other Jersey herd, owned by William A. E. Leitzinger at White Oak Farm, Clearfield, comprised seven cows and average 475.55 lbs. butterfat, 8,801 lbs. milk per cow for a year of testing. During the year there was an average of four cows in milk daily. Mr. Leitzinger's herd has now been reentered on test and is again producing at a creditable rate.

In comparison with the averages made by these two Pennsylvania herds, cows of all breeds tested in 942 Dairy Herd Improvement Associations in the United States during the testing year of 1929-1930 averaged 302 lbs. butterfat, 7,608 lbs. milk per cow for a total of 315,359 records of one-year tests.

## A Century of Progress

Final stage of work on A Century of Progress, Chicago's World's Fair of 1933, shows heavy major jobs virtually completed and others advanced within range of easy completion before the opening date, June first.

All the work requiring long time labor, major grading, water supply, sewage, electric conduits and landscape preparation is virtually 100 per cent finished.

Final job of exterior painting which will transform the fair buildings into a blaze of color is started.

Buildings entirely completed or more than 90 per cent completed the last week in March include: Hall of Science, Travel and Transport Building, Dairy Building, Agricultural Building, five pavilions of the General Exhibit Group, Communications Building, General Motors Building, Chrysler Building, Sears-Roebuck Building, Social Science Hall, Chinese Lama Temple, Administration Building, Old Fort Dearborn, Lincoln Group, five "speed rides" along the Midway, Old Heidelberg, Blue Ribbon Restaurant, Sky Ride towers. All other scheduled buildings are under construction and will be ready.

Roads and walks are 90 per cent finished. First of many bus terminals is complete and in operation.

Landscape is ready for the final work. Full size trees are being moved in every day. They will be in leaf by spring. Sodding and setting out shrubbery will be executed with speed by an army of expert workmen as soon as Spring arrives.

The Fair will be open, landscape smiling and beautiful, glorious color effects blazing exhibits in place and everything ready June 1 the present status of the work assures.

## New Discovery Kills Weeds In 24 Hours

A new chemical has just been placed on the market that is guaranteed to kill dandelions and other tap-rooted and crown-rooted weeds on your lawn in 24 hours, without injury to grass, clover or other desirable vegetation. For years horticulturists have been fighting pesky weeds without success. And now, after more than two years of research and experimenting a preparation has been found, its producers state, that does the work quickly and effectively.

The name of this new product is "Weed-tox" and so powerful is it in its action, that only one or two drops are necessary to kill the average weed, so that it will never revive.

Weed-tox is injected into the stem or root of the weed with a specially designed metal applicator which is applied by the manufacturers free. The chemical mixes with the sap in the weed, reaching every part of it even down to the finest root, thus killing the weed without coming in contact with the surrounding grass.

Another interesting feature in the application of Weed-tox is the fact that after the weeds die, the roots decay, thus assuring a more luxurious growth of grass. Weed-tox does not leave any brown, barren spots in the lawn.

Weed-tox has been found especially effective, it is stated, in the killing of dandelions, buckhorn, plantain, dock, thistle and other weeds that science has for years been trying to find a means of eradicating without injury to lawn.

October-freshening cows give, on the average, seventeen per cent less milk in a season than April-freshening cows, but make twenty-two per cent more money.

## Farm Price Index Remains Unchanged

The index of prices paid farmers for agricultural products as reported in Weekly News Bulletin of the Pennsylvania Department of Agriculture, remained same on March 15 as a month previous, according to the monthly price report of the Federal-State Crop Reporting Service.

Slight increases were reported in prices for fruits and vegetables, and chickens and eggs, but these were offset by a three-per cent drop in dairy products and a two-per cent decline in the unclassified list.

The following table gives the March prices of important farm products as compared with February 15, 1933 and pre-war comparisons:

Commodity	Mar. 1910-'14	Feb. 1933	Mar. 1933
Eggs per dozen	75.8	111	111
Butter per lb.	31	20	20
Wheat per bushel	1.00	55	55
Buckwheat per bushel	68	39	39
Corn per bushel	68	39	39
Oats per bushel	48	26	26
Potatoes per bushel	74	48	48
Apples per bushel	89	70	70
Beef cattle per 100 lbs.	6.20	4.00	4.00
Hogs per 100 lbs.	8.08	4.90	4.90
Calves per 100 lbs.	8.04	5.40	5.40
Lambs per 100 lbs.	6.56	4.90	4.90
Chickens per lb.	133	117	117
Hay per ton	16.42	9.10	9.10
Wool per lb.	226	14	14
Farm price index:			
United States	100	49	58
Grain	100	34	34
Fruits and vegetables	100	57	68
Meat animals	100	51	51
Dairy products	100	62	62
Chickens and eggs	100	57	57
Unclassified	100	44	44
Pennsylvania	100	59	59
Grain	100	56	56
Fruits and vegetables	100	70	70
Meat animals	100	61	61
Dairy products	100	57	57
Chickens and eggs	100	59	59
Unclassified	100	57	57
Prices farmers pay:			
Farmers purchasing power:	100	47	47
United States	100	57	57
Pennsylvania	100	57	57

## Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association fields in connection with testing, weighing and general membership work for the month of March, 1933:

No. Butterfat Tests Made	86
No. Plants Investigated	86
No. Membership Calls	86
No. Calls on Members	86
No. Qual. Improv't Calls	86
No. Herd Samples Tested	86
No. New Members Signed	86
No. Cows Signed	86
No. Transfers Made	86
No. Meetings Attended	86
No. Attending Meetings	86
No. Brom Thymyl Tests	86
No. Microscopic Tests	86

## Prosecute Dairymen Who Sell Watered Milk to Schools

The Clicquenois and Sorensen Dairies, Warren, were successfully prosecuted recently for selling "watered" milk to the Glade Township School children. The bureau of foods and chemistry, Pennsylvania Department of Agriculture, reported that attempts to cheat undernourished children by supplying adulterated milk, described by the officials as "especially reprehensible."

"We are making every effort to enforce the food laws, and especially the milk laws," explained James W. Kellogg, pure foods director, "to protect the public health by making sure that consumers receive milk free from adulteration and up to the legal standard in butterfat and nutritive value."

Uncle Ab says that resolution is accomplished wonders, but that a resolution never accomplished much.

## Farmers Start Season with Reduced Production Program

Further retrenchment in farm production programs is in evidence this spring, says the Bureau of Agricultural Economics in its April 1 report on the agricultural situation.

Farmers have reported to the bureau intentions to reduce corn acreage by 3.5 per cent or nearly 4,000,000 acres; to decrease the acreage of spring wheat and oats by 3 per cent, sweet potatoes 13 per cent, and potatoes 5.4 per cent. The principal increase is one of 22 per cent in tobacco acreage.

The eastern and central Corn Belt apparently is planning to shift about 2,000,000 acres out of crops into pasture, says the bureau; and the acreage of crops harvested in the central and northern Great Plains area and in portions of the Pacific Coast States will show a reduction of about 4,000,000 acres, it is expected. West of the Mississippi in the South, it is stated, farmers are planning a decrease of about 2,000,000 acres in food and feed crops, "although this does not mean necessarily that much reduction in total crop acreage."

The livestock industries, says the bureau, are struggling with varying phases of the price depression. Hog prices have improved slightly but are still lower than a year ago; lamb prices have moved up slightly, and the sheep industry appears to be heading toward lessened production. Milk is so cheap that many dairymen are turning the calves do part of the milking. Eggs, during the last two months, have returned to producers an average of about 50 per cent apiece; in consequence, farmers have sold their hens until flocks are now down to about the same size as a year ago.

## Association Records Show Cows Test High

For the sixth consecutive year the butterfat production of cows in Pennsylvania dairy herd improvement associations averaged more than 300 pounds in 1932. O. Sidelmann, dairy extension specialist of the Pennsylvania State College, reports. It was also the third year of cow testing activities that the average milk production per cow exceeded 8,000 pounds. Eighty-seven associations completed the year's work. There were 36,180 cows on test during all or part of the year. The average production a cow was 8,113 pounds of milk and 315.4 pounds of butterfat. There were 979 herds producing 300 pounds or more of butterfat a cow, and 12,999 cows had this high average.

The Venango county association led in average butterfat production per cow with 344 pounds for 343 cows. The Buffalo Valley No. 1 association of Union county was first in milk production, 336 cows averaging 10,274 pounds.

Chester county led in the number of cows tested with 2831. Bradford county had the largest number of herds with butterfat averages of 300 pounds or more per cow. There were 54 such herds in this county, with Chester County, having 53, a close second.

## Pennsylvania Jersey Cows Efficient Producers

Seemingly aware of the depression and willing to aid their owners by producing the greatest possible amount of butterfat and milk per pound of feed consumed, purebred Jersey cows in two Pennsylvania herds, have made outstanding yields in one-year production tests recently completed.

## Penna. Leads In Direct Milk Sales

More than one out of every five quarts of milk sold by dairymen in Pennsylvania is retailed by the producers, according to the Federal estimates for 1932. In no other State is so much milk sold direct from the dairy farms to consumers.

Out of 3,343,000,000 pounds of milk sold by Pennsylvania producers last year, 730,000,000 pounds were retailed by the dairymen.

Despite an increase from 852,000 to 877,000 in number of milk cows on farms in 1932 compared to 1931, milk production dropped from 4,439,000,000 to 4,367,000,000 pounds. The amount of the total production used as whole milk or cream on farms where produce increased from 359,000,000 to 380,000,000 pounds while the amount fed to calves and skimmed for sale of butterfat both decreased.

The estimated milk production per cow fell from 5,210 to 4,980 pounds between 1931 and 1932.

## Explains Why Eggs May Have Darker Yolks In Spring

Frequent requests for explanation of the change in color of egg yolks and whites, are received by the State bureau of markets during the Spring months. Some consumers object to the darker colors and criticize the producer or seller.

The reasons for dark yolks and whites are: First, the hens store up much coloring material during the winter months; Second, succulent spring grass and young weeds are eaten in abundance. The combination of these two factors result in the change in coloring of the contents of the egg. This change does not affect quality or food value, it is emphasized.

It is said that many producers control the production of these so-called "grass-eggs", somewhat by keeping weeds, especially "shepherd's purse", out of poultry yards and by limiting the amount of grass available.

Farm wages, according to the New Jersey Crop Reporter, in its April issue, states that: "The present average prices of farm labor are estimated as follows: by the month with board \$23.00; by the month without board, \$43.00; by the day with board, \$1.35; by the day without board, \$1.85. In 1932, at the same time, the average prices paid for hired farm labor were as follows: by the month with board, \$32.00; by the month without board, \$52.00; by the day with board, \$1.75; by the day without board, \$2.40. The average prices paid by New Jersey farmers for hired labor during the five year period, 1910-1914, were as follows: by the month with board, \$20.66; by the month without board, \$34.02; by the day with board, \$1.20; by the day without board, \$1.60.

"This year's prices paid by New Jersey farmers for hired farm labor are on the average 24 per cent lower than last year and 16 per cent higher than the average prices paid by New Jersey farmers during the pre-war period, 1910-1914."

Chicks need a ration containing from 18 to 20 per cent of protein the first month. The protein can be reduced to 17 or 18 per cent for the second month; 16 per cent for the third month; and to 15 per cent after the third month.

A cap about three or four inches above the brooder stove pipe prevents back-drafts.

## Milk Market Conditions and Prices in Other Leading Territories

### Milwaukee, Wis.

Quoting from the columns of the "Milwaukee Milk Producer", official organ of the Milwaukee Co-operative Milk Producers', Milwaukee, Wis.

A new deal for April milk was featured, after numerous conferences, it was agreed that \$1.76 per hundred be paid for fluid milk. All surplus milk, with the exception of excess over shipping allowance and criticized milk to be paid for at the average price paid for raw milk in concentration plants in the middle west, taking the average of the last half of March and the first half of April. Three cents per point differential to be used in all cases.

The manufactured milk price for March was 62 cents per hundred, cream price 88 cents and fluid milk \$1.65.

Fluid milk sales reported by dealers ranged from 37.67 to 46.35 per cent for which \$1.65 was paid. Outdoor relief sales ranged from 10.60 to 13.52 per cent. The price for this class of milk was \$1.42 per hundred. Manufactured or surplus milk ranged from 34.33 to 41.90 per cent, which was sold at 63 cents per hundred; cream sales ranged from 6.81 to 14.10 per cent, at 88 cents per hundred. Average prices paid by the reporting dealers ranged from \$1.12 to \$1.17 per hundred pounds.

### Peoria, Ill.

The base price for 3.5 milk, f. o. b. Peoria, Ill., as quoted from "The Milk Producer", official organ of the Illinois Milk Producers' Association, for the month of March, 1933, was \$1.60 per cwt., with surplus milk quoted at 69 cents per hundred.

March receipts were 1% higher than those of February and 8% below those of March a year ago.

Class I sales were 5% higher than those of February and 26% below those of March a year ago. Class II sales in March were 31% higher than those in February and 63% higher than those of March a year ago. Class III sales in March were 17% below those of February and 2% higher than those of March a year ago.

Cut price milk is again threatening the market through the efforts of peddlers who are selling cut price milk to stores as low as 5 cents per quart and to the retail trade at seven and eight cents per quart. These cut prices are jeopardizing the wholesale prices as well as the retail prices.

### Chicago, Ill.

The April price for fluid milk, as quoted in "Pure Milk", official organ of the Pure Milk Association, Chicago, Ill., for April will be \$1.42 per hundred pounds, less adjustment fund assessment and will apply on 90% of basic milk sold.

The Adjustment fund assessment for the month of March is \$0.05, making March net price \$1.37 per hundred pounds on base milk. The operating check-off for the month of March is \$0.03 per hundred.

The balance of the milk delivered will be sold for 3.5 times 92 score Chicago butter, flat.

All prices apply to 3.5 milk f. o. b. country plants or platforms within the 70 mile zone, plus any differentials effective at sub-markets.

The manufacturing price for March, is the balance of all the milk delivered and the price is 3.5 times 92 score Chicago butter, flat, or \$0.61 net.

The official price of 92 score butter for March is \$0.1757 per pound.

### Detroit, Mich.

Announcing the March milk prices, "The Michigan Milk Messenger", official organ of the Michigan Milk Producers' Association, states, in its April issue, "For the first 15 days of March the price for 80% base milk delivered Detroit with 3.5 test was \$1.60. The old freight rate added during this period and the pool fee deducted from the base price was 18 cents, leaving equalization price of \$1.42. "For the last 16 days of March, the price for 80% base, delivered Detroit, with 3.5 test, was \$1.40. The net freight rates apply during this period and the pool fee deducted was 14 cents, making equalization price of \$1.26.

"Surplus price during all the month was 75 cents for 3.5 test at receiving stations. The butterfat differential was 3 cents per point. The retail price for quarts delivered at homes was 9 cents."

In the Detroit sub-markets prices paid for fluid milk vary from \$1.00 to \$1.33 per hundred, in the latter case 80% of the base carries the higher price. Tests range from 3.5 to 3.8 per cent and deductions for equalization fee are to be made from the prices quoted.

### Hartford, Conn.

Quoting from the "Connecticut Milk Producers' Association Bulletin", we note that 5 1/4 cents a quart has been set as the price of milk, delivered at market centers, for the month of April. This price covers Grade B milk sold on a one price basis.

Classification prices of Grade B milk, under pooling contract. Class I all milk sold in fluid form, 5 1/4 cents per quart; Class II all milk made into cream, that is sold in fluid form; the butterfat in this milk shall be paid for at 9 cents per pound above the month's average of the Boston butter market. Milk to go with the fat. Class III all milk made into manufactured products except butter; the fat in this milk shall be paid for at 5 cents per pound above the month's average of the Boston butter market, milk to go with the fat. Class IV all milk used in making butter. The fat in this milk shall be paid for at the price per pound of the month's average Boston butter market. Outside 92 score butter quotations shall be used in all classes. It should be understood by all that the prices given above constitute a basis of four per cent milk when sold by weight and test, with a premium or discount calculated at the rate of 4 cents per point, up or down, on Class I milk, delivery at market centers.

### Boston, Mass.

"The New England Dairyman", official organ of the New England Milk Producers' Association, states, in its April issue, "that the April price for Boston will be 5 cents per quart, subject to an adjustment in recognition of competition in April.

"The extent of the adjustment will be considered at the end of the month. This continues the same plan as in February and March.

"The adjustment in these months was 27 cents a hundred off the five cent price.

"The adjustment for April will be established at the end of the month by agreement or in case no agreement can be reached, arbitration will be resorted to.

### Louisville, Ky.

"The Falls Cities Cooperative Dairyman", official organ of the Falls Cities Cooperative Milk Producers' Association, Louisville, Ky., quotes the following prices for March milk: Grade B shippers will receive \$1.85 per 100 pounds of milk for 73 per cent of base; Grade B milk shipped in excess of 73% of base will be (Continued on page 8)









# HOME and HEALTH

ELIZABETH McG. GRAHAM, Editor



## An Inspiration

*However the battle is ended,  
Though proudly the victor comes  
With fluttering flag and prancing nags  
And echoing roll of drums,  
Still truth proclaims this motto  
In letters of living light—  
No question is ever settled  
Until it is settled right.*

*Let those who have failed take courage;  
Tho' the enemy seems to have won,  
Tho' his ranks are strong, if he be in the  
wrong  
The battle is not yet done;  
For, sure as the morning follows  
The darkest hour of the night,  
No question is ever settled  
Until it is settled right.*

*O man bowed down with labor!  
O woman young, yet old!  
O heart oppressed in the tailor's breast  
And crushed by the power of gold!  
Keep on with your weary battle  
Against triumphant might;  
No question is ever settled  
Until it is settled right.*

ELLA WHEELER WILCOX,  
"Poems of Power."

## Cooperative Movement Loses Woman Leader

All "Inter-State" members will regret to learn of the sudden death recently of Verna Elsing of the Ohio Farm Bureau Federation. Miss Elsing's inspiring personality is known to all who heard her speak at the annual meeting of the Inter-State Milk Producers' Association several years ago. The cooperative movement was a cause to which she had dedicated her lifework, and in which she will be missed.

## Eggs In Water Glass

Since spring eggs will keep better than will summer or fall eggs, and since eggs usually reach their lowest price in spring, many thrifty people are now preserving enough of them in water glass to supply their cooking needs at least until next spring.

Eggs suitable for preserving in water glass should be clean, should be unfertile, and should be absolutely fresh, since stale eggs will not keep in any preservative. If there is any doubt of freshness, the New York state college of home economics suggests testing the eggs by candling or by putting them in a dish of salt water, in which one-third cup of salt is used for each quart of water. If the egg sinks in the solution, it is reasonably fresh. Candling is done by looking through an egg toward a bright light. A shield made with an opening about one inch in diameter placed around an oil lamp or an electric bulb, will concentrate the light so that by holding the egg in front of the opening, the contents of the egg may be easily seen. A fresh egg should appear clear inside, with an air cell not larger than a nickel. Blood clots, development of the embryo, or other such imperfections should not be preserved.

Water glass, with directions for using it, is on the market in the form of a commercial solution that can be obtained from drug stores. A stone jar is the most suitable vessel in which to preserve eggs in water glass. Two 6-gallon or three 4-gallon jars are sufficient for 30 dozen eggs.

Careful basting and trying on of a dress is the first step toward giving it a professional look.

## Making Cheddar Cheese In the Home Kitchen

Pearl Macdonald, State Nutritionist for Delaware

One way to help farm women get a better return from their surplus milk is to revive the custom of our mothers and grandmothers by making Cheddar cheese at home.

Making Cheddar cheese is not at all difficult. Any woman can learn how. Farm women of an earlier day were masters of the art. The necessary equipment is inexpensive, the product is delicious, its keeping qualities are excellent and the food value is very high.

To interest Delaware women in getting the most out of their surplus milk and in providing a very nutritious, palatable attractive, economic and "protective" food in the weekly diet, the Extension Service of the University has been holding demonstrations and leader training meetings so that the women may learn how to

mins, and the excellent quality of fat and sugar. Milk is the greatest factor of safety in the nutrition of our people.

"American" or Cheddar cheese—a product of milk—has the same fine quality of protein as is found in milk. It is also rich in fat, in minerals and in Vitamin A. Cheese from a nutrition standpoint can fully take the place of meat and fish in the diet.

Economically, cheese has a distinct value. Pounded for pound, cheese has a higher food value than meat or fish, because, having less water, it is a more concentrated food. At the present price of surplus milk, there is a distinct saving to the farm family when some of that surplus is used in making cheese.

Mild "American" cheese has been selling this winter for about 19 cents per pound. One gallon of milk makes a little less than one pound of cheese. Allowing 50 cents per 100 pounds for surplus milk, the cost per gallon will be 4 cents. Adding one cent additional cost for rennet and cheese coloring, the cost of the pound of cheese made at home will be 5 cents. This represents a saving of 14 cents per pound over cheese purchased at the store. A saving of 14 cents per pound on a single



**Velvety Texture Can Be Secured In Home-made Cheddar**

make cheese and so that they may demonstrate the method of procedure to other women in their several communities.

In Sussex County, the work was done through a county leader training meeting with one or more representative women from each section. These leaders carry the work back to their neighbors in their own community.

In Kent County, three district leader training meetings were held representing fifteen communities.

In New Castle County, seven demonstrations were given, reaching all the communities where there is a problem of surplus milk.

It is too soon to have a report on the total amount of cheese that has been made. We do know, however, that the women are greatly interested and we have reports from a number of the women.

One woman has made, to date, over one hundred pounds of cheese. Several have made more than 40 pounds each and several others have made more than 25 pounds each.

Many of the women have reported that they prefer the taste of the mild cured cheese made at home to that of the store cheese.

In addition to the demonstrations in cheese making, meetings are being held to demonstrate ways of using cheese in the weekly menu. These demonstrations are proving to be of great interest to the women.

## Saving Money With Home-made Cheese

The value of making cheese at home is considered from two angles: the one is nutritional, the other is economic.

Nutritionally, milk is the best possible foundation for an adequate diet, because of the fine quality of its proteins, the amount and kind of minerals, and vita-



**Testing For Temperature With a Dairy Thermometer**

commodity is worthy of consideration in these days!

If each member of the family consumed 1/2 pound of cheese per week, (and this is considered by nutritionists as a very moderate weekly allowance per person) the saving would be 28 cents per month for one person.

If the family consisted of five persons and each consumed his quota of cheese, the saving would be \$1.40 per month or \$16.80 per year. That is a substantial saving and worth considering.

## Equipment for Cheese-making

A good dairy thermometer.

Rennet and cheese color tablets.

(Continued on page 7)

## A SMALL BOY AND A BIG TRACTOR

"Sammy" Tussey, son of Mr. and Mrs. R. I. Tussey, Hollidaysburg, Blair County, Pennsylvania. Sammy, aided by his dog, is already a good farmer!



## An "Incurable Optimist"

Aunt Mary says that a neighbor of her an "incurable optimist" the other day. "It was Neighbor Tom", she explained. "He got out of patience with me because I didn't have any patience with his pessimism. We teach our children to stand, to walk, to talk, but do we teach them to be about the crack of doom being near? We teach them to be friendly and good cooperators?"

"But after thinking it over, I got a satisfaction out of that title. Optimism is hope, and life hangs on hope."

"And especially I'm an optimist about farming! We farmers are all having hard times right now, but neither Neighbor Tom nor anyone else can make me believe that in the long run farming won't give decent living, and a fair return in things, for honest effort. My good wife tells me that the world can't get along without farming, and that's a good foundation for optimism. Of course, farming need to be a lot smarter than ever before and pull together better, but they're smarter and they're cooperating."—THE FARMER'S WIFE.

## "Favorite Recipes From Our Readers"

### Strawberry Butter

Four cups berry pulp cooked with two cups sugar until desired thickness. Add this I sometimes use pectin according to directions on bottle for other strawberry recipes. Wash berries thoroughly, pass through fruit press or sieve. The pulp and caps do not go through. I find this especially convenient for either jam or strawberries which are usually small and tame berries.

MRS. CLYDE B. ARNOLD,  
R. D. No. 3, Bedford, Pa.

### Cheese Circles

Use plain biscuit dough. Roll dough (1/2 at a time) 1/4 inch thick and cut with cookie cutter. On half the rounds spread first butter, then grated cheese. Edges with milk. Place circles on top of press edges together. Bake 15 minutes in moderate oven.

MRS. E. J. MEYERS,  
R. D. No. 5, York, Pa.

## Planting Gardens and Raising Children

Hannah McK. Lyons, M. D.



In this merry month of May, the month of Child Health Week, of Mother's Day and a score of other important occasions, may I quote to you the well known Will Rogers saying, "I am mighty glad so

many people in America are taking up the child work. Being a ranchman and farmer, and also a child owner, I have often wished that when one of my children got sick I could wire or call up some Government expert and have him come and look after them, like I can do if one of my cows or pigs get some disease."

But before I discuss my subject, "Planting Gardens" may I say to Mr. Rogers that it might be easier for everyone to call up a government expert but the shifting of responsibility to some other shoulders is not good for "child owners." When a child owner has hung over a wee baby in a crib, or knelt by a bed for hours with a half-uttered prayer for a sign of returning health, it does something to those parents in character building that nothing else does.

After all, growing a garden is not so far removed from growing a child. It is keeping out weeds and pruning and training. With a child it is keeping away bad influences and educating and training. We teach our children to stand, to walk, to talk, but do we teach them to be about the crack of doom being near? We teach them to be friendly and good cooperators?"

Can our garden help us with this mental



## Your Garden in May

Louise E. Drotleff

The plants that were started in your seed beds or frames last month may now be transplanted to the open garden.

\*\*\*

May is an excellent month to plant gladiolus bulbs, dahlia tubers and to sow hardy and half hardy annuals in the ground.

To insure a succession of gladiolus blooms during the summer, plant the small bulbs first, two weeks later the medium sized ones, and two weeks after that the large bulbs.

\*\*\*

Make sure that the spot you choose for planting your new rose bush is one exposed to full sunlight for sunlight is absolutely necessary to grow roses to perfection.

Hybrid roses should be heavily pruned in early spring to form low compact bushes and long stemmed flowers. Shorten your bush to about six inches, cutting away all but three or four of the strongest stems.

\*\*\*

Shrubs that flower in the spring should be pruned after they finish blooming.

\*\*\*

Do not cut down your spring bulbs after flowering until the leaves are withered; otherwise the strength and flowering ability of the bulbs will be lessened.

training which we are slowly recognizing we can and must do? A garden from memory's storehouse is floating through my mind at this season. With it is a very sad, bewildered little face. She cannot understand the ways of the big folks. She has pulled some flowers "to make a boo-ful bunch for mummy when the ladies come", just as she has seen done many times and seen mother happy about. But Mother is indignant; her choicest blooms are spoiled, broken off with only two inch stems, and tomorrow the Garden Party invited to see these special blooms. Is punishment needed here? Oh no, indeed. But what an opportunity is wide open for child gardening. What a happy way for training in many life lessons.

Again, I see two eager small faces begging to "dig", but there seemed no place about that lawn or garden for small people's digging, but mother found an old cold frame at the end of a porch. Such fun, such happy busy little folks. But digging was not enough. Seeds to plant was the next demand. Then out came the big seed bag and some nice beans, just suited for little hands to hold were found. Many times they were planted that morning and just as often dug up and planted again. Then mother came to the rescue, explaining that the seeds once put to bed in the earth ought to be left quietly until they were ready to spring up; that the earth was their blanket, keeping them warm. And when they had slept "long hours", two green leaves stood straight. What joy, their garden was growing! A few strings of twine fastened to the porch girders gave support and soon the vines were climbing and blossoming.

Many little life lessons were taught by the climbing bean vines of folks standing alone while some must have support to do best things. Of what sunshine and good soil (food) will do for growth. The blossoms were leaving but in their place were the wee bean pods as frail and delicate as a baby, any hurt to these would mean full growth spoiled (malnutrition), but each day found them growing more sturdy and long. Then on an August day when a little guest was visiting, the beans were pronounced big enough to cook. "Oh, they must not be broken but cooked full length." The small table was brought to the porch, and a Bean Porch Party enjoyed. Never beans tasted so good. Had they not grown them? The little guest was told over and over of the climbing up the strings amid much laughter. And as the winter days made indoor life necessary, many times the growing beans were talked, and glowing eyes told of the happy thoughts of the summer time.

What does the garden do? Give discipline, character building? I do not know, but one feels and knows there is a something. Have you watched a rough, quarrelsome man among rows of pansies? Settling a plant here a little, training that one a little, but in fifteen minutes it is a different face he lifts to you as you admire the blooms.

What does a garden do? Gives an outlet for that creative urge, that wanting to do something real. But the weeding and the hoeing alone will not give a love for gardening. It must be offset by the picking. Outdoor exercise, a sane, inexpensive occupation, a love of beauty, an attachment to the home, understanding and companionship between mother and child (so difficult to maintain today). All this can a garden do; not in a day nor a week, but with careful cultivation throughout a whole summer.

## Ideas For the Wayside Market From the Philadelphia Flower Show

Many suggestions for attractively displaying products in wayside markets were to be gleaned from those exhibited this year at the Philadelphia Flower Show by competing Garden Clubs.

Two points were to be noticed. First, that the objective was to make the wayside market look old rather than shout its newness. This effect was often obtained by the use of old barn timbers and shingles. Secondly, that care had been used in the arrangement of fruits



**West Chester Garden Club Wins First Prize at Flower Show**

and vegetables or flowers with the result that any passerby would be irresistibly drawn to stop and purchase.

For example, in the prize winning wayside market of the West Chester Garden Club shown here, liberal use had been made of the old crockery to be found in most cellars or attics. A few jars of home made jellies and pickles together with pots of plants and cut flowers added color and variety to the vegetables, which were grouped on large trays.

Such a suggested display gives food for the thought that perhaps a little effort toward being "artistic", and the addition of some of our not-used brass skillets and iron ware or crockery may be a bit of help toward making our own wayside market distinctive.

## Making Cheddar Cheese in The Home Kitchen

(Continued from page 6)

Press—a lard or cheese press or a home-made press.

Long bladed knife for cutting curd and a skimmer or spoon for stirring the milk and curd.

A large container in which to heat the milk—wash boiler, lard can, large kettle or pan.

Cheese cloth for draining the cheese and lining the press.

**Directions for making Cheddar Cheese**  
Use 3 to 5 or 10 or more gallons of milk depending upon the supply available and the capacity of utensil or utensils in which milk is to be heated.

Use clean, sweet milk, either morning's milk or that obtained at night and morning. The night's milk should be kept cool at a temperature between 55° and 60° F.

Place milk in container. If possible heat over hot water to insure more even heating. Hold thermometer with one hand, with bulb in the milk, while stirring constantly with the other. Heat to 86° F. Hold at this temperature about one minute, remove from fire, add amount of cheese coloring desired, and then the required amount of rennet tablet dissolved in cold water. Mix thoroughly, cover with cloth and let stand 30 to 40 minutes when a soft even curd is formed.

With the long knife cut in columns lengthwise and crosswise.

Again, let stand 10 to 15 minutes—until considerable whey is formed.

Again, heat slowly over hot water to 93° F., lifting and stirring gently with skimmer and breaking curd into small

## The Source of Our Strength

It is not size or population that makes a country great; it is the spirit of the people. Thus spoke a southern editor a good many years ago, and the truth he stated is just as applicable to cooperative marketing. It was this thought, no doubt, which C. E. Huff had in mind when speaking some time ago of the Farmers National Grain Corporation in the west. He said: "We have additionally something greater than buildings of steel and concrete . . . more valuable than finances. We have more than 250,000 farm homes and families identified with this undertaking . . . homes from Maryland to California . . . from Oklahoma and Texas to the Canadian line. While yet without money, without facilities, without the protection of law, the men and women of these farm homes laid the foundation a generation ago for that which we are now building on a national scale. The foe who reckons our strength without counting in these men and women defeats himself in advance. . . . The movement of cooperative marketing sprang from the soil; it was nurtured in farm homes; it was discussed and developed in 10,000 country school houses under the dim light of kerosene lamps after the day's work in the fields was done. Patiently it has put just and necessary laws upon the statute books of the states and the nation, designed to protect the rights of producers in the market places. . . . It had farmer origin, it has farmer ownership; it is completely subject to farmer control. Its enemies are enemies of the farmer, although some of them are self-deceived and sincere. Neither direct opposition nor subtle propaganda will disarm or divert these agricultural producers from this program. "Wheat Growers' Journal"

pieces. Hold at 93° F. for a minute, remove from stove. Let stand a few minutes and pour off as much whey as possible.

Spread a clean cloth (flour sack or cheese cloth) in a large pan or kettle and pour curd into it. Work gently to remove the rest of the whey. Then salt, using a rounding teaspoonful of salt to each gallon of milk, rubbing in hands to make a fine curd.

Line press with cheese cloth, put in the curd, fold cloth over the curd, press gently at first.

Increase pressure from time to time to keep whey dripping. In about 4 to 6 hours, take out the cheese, straighten the cloth, turn cheese over and put back into press. Let stand over night. Remove cheese, rub with butter, wrap again in cloth, place on rack (a cake or bread rack if you have one), so that air can circulate around the cheese. Let stand for a week in a cool, dry place, until a crust forms on the cheese. The attic is a good place.

If you do not have a rack and have to place the cheese on a board or table, then it must be turned over, night and morning, while curing.

At the end of the week, paraffin the cheese. Melt paraffin to melting point in a deep pan. Turn cheese around in melted paraffin until sides are coated, then dip each end. Then hang in cool, dry place to cure, at a temperature of 50-60 degrees.

This cheese is good to eat in 30 to 40 days. It may be cured longer if desired. As the cheese cures, it becomes sharper.



## the PROVEN B-K WAY of Sterilizing costs about 1c per day

**STERILIZE** the proven B-K way—Save the cost of fuel—Save the time and bother of heating and the danger of handling hot water.

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A little B-K, in rinse water of any temperature, instantly destroys the bacteria in milking utensils that cause odors, off-flavor and quick-souring of milk.

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Because of the convenience and low new price, many prefer B-K Liquid but B-K Powder is more economical and can be added direct to the water for sterilizing and disinfecting, or made into a stock solution and used as per directions for B-K Liquid.

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GENERAL LABORATORIES, Inc.  
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## Lists Suggestions For Homemade Farm Relief

(Continued from page 1)

year averaged \$284. In other words, the estimated value of meat, poultry, eggs, honey, vegetables, fruits, firewood and other products furnished by the average farm in the state for use of the family of the operator amounted to nearly 80c a day.

Prices and values are not so high now as in 1929. But with the necessity for conserving cash so increasingly important, Mr. Knowles asserted, "it is within the realm of reason to estimate that even in 1933, if plans are made in advance, many farms in New Jersey can be organized so as to furnish the family with food and fuel valued at from 50 cents to \$1 a day."

On many farms, the old family garden has disappeared and certain vegetable crops are put in long rows in the field beside potatoes, tomatoes, and other field crops. This is a wise procedure, according to Mr. Knowles, as the vegetable crops can be cultivated at the same time the field crops are worked.

"There also is the opportunity to furnish the married hired man with more of his living from the farm," said Mr. Knowles. "Wages of necessity relatively low. A part of the wages in a great many cases can be supplemented with eggs, meats, and milk produced on the farm."

## Tests Show That Scalding Milking Utensils is a Waste of Time and Money

By MARTHA CRANE

One trouble the average farmer and dairyman experiences when trying to sterilize with hot water is that they do not have the proper facilities to do an effective job of sterilizing.

Laboratory tests have definitely proved that rinsing with hot water will not destroy the bacteria in milking utensils that cause odors, off-flavor and quick-souring of milk. Merely pouring hot or so-called scalding water from a tea kettle into the milking utensils is not even doing a half-way job. Hot water used this way cools so quickly in contact with metal that it is absolutely useless as a germ killer.



MARTHA CRANE  
Authority on Farm Home Economics

To be sure of sterilization with hot water, all milking utensils must be completely immersed for 2 minutes in water of 170 degrees F. (U. S. Public Health Milk Ordinance and Code.) For example, a gallon of water weighs 8 pounds. The average 10-gallon milk can weighs 20 to 27 pounds. It is very easy to see that it would require a tremendous volume of water to heat up this amount of metal and at the same time maintain anything like an effective germ-destroying temperature.

### An Easy, Inexpensive Way

The B-K Plan of Sterilization is the simplest and most inexpensive. Its principle is chemical sterilization such as is used by large milk plants. This plan requires no new equipment, does away with the cost of fuel for heating water, the bother and danger in handling scalding water and costs about one cent per day for the average dairy farm.

In keeping with modern science, this plan is extremely simple. Add two tablespoonfuls of B-K to each gallon of water and rinse all surfaces of utensils, that come in contact with milk, just before using, both night and morning.

### Prevent Poultry Losses

In guarding against poultry losses by checking the spread of contagious diseases, a great deal of success has been achieved by thoroughly disinfecting all poultry and brooder houses by spraying with B-K and adding B-K to all drinking water.

## Radio Talks Give Housewives Timely Marketing Advice

Weekly radio talks prepared and given by the bureau of markets, are proving helpful to both producers and consumers, reports received by the Pennsylvania State Department of Agriculture, indicate.

Under the title of "Marketing Hints to Housewives", timely information is broadcast regarding the best foods in seasonal supply. Stations using this weekly material are WPEN, Philadelphia; WHP, Harrisburg; WQAN, Scranton; and WBER, Wilkes-Barre, beside occasional use by others. The object of these talks is to tell consumers the best "buy" on the market, how to determine quality in purchasing, and other similar information of interest and value to the housewife. Some of the talks which have been broadcast, cover apples, peaches, grapes, cherries, potatoes, tomatoes, cabbage, milk, mushrooms, eggs, dressed poultry, honey and maple syrup.

The Bureau will gladly send copies of these talks to all radio stations in the State which request them, George A. Stuart, director of the Bureau, states.

Uncle Ab says better times will come back as soon as we think more about tomorrow than we do about yesterday.

## New Jersey Cows Ranks First in Average Milk Production

Herds Average 18.8 Pounds Daily Per Cow

Further expansion of the dairy industry which last year moved to the top for the first time among the sources of American farm income, was forecast today by the Bureau of Agricultural Economics.

It predicted an increase of from 1 to 2 per cent in the number of cows on farms during the next 12 months despite an increase of 14 per cent in the number during the last five years and warnings of agricultural leaders that dairying increasingly faces the problem of over-production.

Milk production per cow has fallen steadily, and the bureau reported that as on April 1, the productive average for the nation was 2 to 3 per cent. lower than on the same date last year.

New Jersey ranked first in average production—18.8 pounds daily per cow in herds for which record were kept. Minnesota ranked second, with 17.6 pounds; Rhode Island third with 17.5 pounds and Massachusetts fourth with 17.2 pounds.

Cash income of farmers from sales of milk and milk products in 1932 were estimated by the bureau at \$985,099,000, with additional value of milk products used on farms of more than \$250,000,000.

The bureau estimated that if allowance is made for dairy cattle sold and slaughtered last year, the total income of dairy farmers was about one billion four hundred million, or approximately 27 per cent. of the income for all farm products. (A. P.)

## Inter-State Milk Producers' Association

Incorporated

Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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Uncle Ab says that one reason why the world does not go ahead faster is because most folks fear and dislike their betters.

A white Plymouth Rock pullet, owned by Gerald Leasure of Tioga county, laid 155 eggs in 175 days in the 4-11 laying test at Horseheads.

## Milk Market Conditions and Prices in Other Territories

(Continued from page 1)

paid for at 66 cents per 100 pounds. Class III price is 66 cents per 100 pounds. All prices quoted are for 4% milk delivered to the dealers platforms.

The official organ also announced the association has come out of the price controversy with its buyers. April milk holding the Class I price of \$1.90 and raising the price of Class II manufactured milk about 20 cents a hundred pounds. This agreement states, "makes arbitration unnecessary and gives us a much sounder price level." The Class IIA milk, going into cream, buttermilk and cottage cheese, is \$1.39 a hundred pounds, and the Class IIB milk price is four times Chicago extra but plus 20 cents per hundred. This includes milk going into ice cream or for starter purposes.

### New York City

The average price received for all Class B milk, in the 201-210 mile zone, was 3.5% of fat, including both that sent direct to dealers and that handled in plants operated by the Association. The month of March, will amount to approximately 90 cents per hundred pounds, says the "Dairymen's League News."

The net pool price was 85 cents a hundred pounds.

From this amount 7 cents per hundred was deducted for capital account for certificates of indebtedness will later be issued. The cash payment to the producer for March milk was 78 cents per hundred pounds.

### Cooperation

(Continued from page 1)

must inevitably fall and that is what confronts the dairymen today. He produces and produces. His market is invaded by dairymen in other areas too anxious to sell their products. He aims to go into business, himself, to do what he terms the middle man's part, but neglects to consider his losses and ultimately he himself falls by the wayside.

History has marked these conditions from time to time, only too often. As succeed but many are driven into bankruptcy. We believe that reasonable consideration of the marketing situation will lead to realize that the safest and best plan is to go along with your partners, old, established cooperating group, its leadership, endeavor to meet, by taking effort, its program, and thus on until brighter days appear.

Truly we are better off than we were six months ago, and it is our belief in ourselves on the way to more prosperous conditions. This, no doubt, requires courage and it is only by courage and the business practices that we can hope to succeed.

### Too Good

An ad writer out of work was traveling through the country. He stopped at a farm house and asked for food. He was offered on condition that he would do a good deed for the farmer. On learning that he was an ad writer, the farmer offered a good dinner and the farmer read it carefully. After a minute, then tore it up, saying that's my farm, I wouldn't sell it for money."

Fertilizer makes but four per cent of the cost of growing potatoes, and produces amounts to slightly less than the fertilizer cost.

## Select Boys to Attend National 4-H Club Camp

Selection of two outstanding 4-H club boys to represent Pennsylvania at the National Club Camp in Washington, D. C., June 15 to 21, is announced by A. L. Coleman, state club leader of the Pennsylvania State College.

John Alwine, of Middletown, Dauphin county, and Paul Coleman, of Lewistown, Mifflin county, were chosen.

Alwine started in club work in 1927. For five years he was a member of the Dauphin county baby beef club, winning first prize twice and second, third, and seventh the other years. As a corn club member in 1931 and 1932 he won second place each year. Last year he also was a lamb club and placed eighth. For the past two years he was on the county livestock judging team.

He has participated in the activities at the State Farm Shows and four State 4-H club weeks. He has served as president of his club several times, taken part in pageants and shows, served as leader in 4-H club work and township tuberculosis eradication, and helped to improve community practices in feeding, breeding, and crop production.

Coleman also started his club work in 1927. For four years he belonged to a potato club, placing seventh, tenth, eleventh, and seventeenth. In 1931 he entered a field corn club, placing sixth. Last year he continued in this club and also grew sweet corn.

He has attended four county and two state club camps, served as local club leader, and has influenced better farm practices and community development. At the 1931 county club camp the group of which he was leader won the achievement contest.

In 1931 Coleman was selected, with two other Mifflin county club boys to assist in the State Potato Growers Association booth at the State Farm Show. These boys entered the potato judging contest and won the first prize of \$75. This money was used to defray the expenses of these and nine other boys from the county at the Leadership Training School and State Club Week at State College. The same team entered the state corn judging contest. Last year Coleman entered the county livestock judging contest, taking first in cattle judging and ninth in the contest.

Other activities included taking part in pageants, reporting on club work at the extension association annual meeting, star player on the football team, member of the class basketball team, captain of the Lewisburg Reformed church choir, and secretary of the Sunday school. The agricultural committee of the Pennsylvania Bankers Association will finance the trip.

In one county 52 farmers were stopped from delivering their milk owing to a copy milk infection, and the loss to the farmers in 10 days was \$1,560. The cause was discovered and removed. A farmer had difficulty with milk tests at his plant and stated his loss at \$200. This cause was located and corrected. Lower tests in a large city milk plant than on the farms resulted in a search for the cause. It was found that there was inadequate stirring in the weighing tank from which samples were taken. A device was arranged to provide for thorough mixing. Returns to the farmers increased \$700 a month as a result of using this device.—"Farm Economics News."

## Criticism Has a Value If Constructive

Constructive criticism has a true value. In many cases such criticism is welcomed as it may be of some aid in solving some of the problems and programs that may be under consideration.

Criticism which may lead to workable plans for the benefit of the industry is of special value, but it should be presented so that it would be of value to it in a broad sense, not merely individual in its character or provisions.

On the other hand, criticism that is without the basis of fact, so called destructive criticism, criticism that is designed for the purpose of misleading, or beloging the issue and is lacking in the true basis of fact, too often leads to misunderstandings and to abuses of established systems and may ultimately lead to disaster.

It must be borne in mind, in these days of stress that business conditions generally are being operated under most trying circumstances, readjustments are most difficult to obtain, because of the many uncertainties which surround their operations.

Mere arguments do not convince the business man today. He must be definitely shown that every phase of the program involved has been cared for, and so cared for that there can be no possibility of misunderstanding in any direction. There must be no "snap judgment", every program must be worked out, strictly upon its own merits.

Calm leadership and one hundred per cent cooperation are of the utmost necessity in every one of our problems today.

If the leadership is given the proper opportunity, we believe that the situation will undoubtedly adjust itself, but we must remember also that many of our problems cannot be solved over night.

In the settling of some one problem many others may be involved, larger and wider production and distribution areas must be considered. Many new groups may have entered the field and probably also added competition. The cooperation of all of these elements must be secured if a full measure of success is to be attained for all.

There may be, no doubt, a happy medium in all these things and there is one, no doubt, for the dairy industry. Cooperative effort, cooperative cooperatives and a cooperative membership, cooperatively minded, are the factors that should be dominant in the solution of many of our problems today.

Two dairy bulls in the Niagara-Orleans (New York State) dairy herd, improvement association sired daughters that gave 400 pounds of fat, or more, in a year. Unfortunately, both sires were butchered before these records were known.

## Quality Milk

The big factor for the maintenance of your market, both as to the volume of consumption and as to price....

Healthy Cows  
Clean Milking Methods  
Proper Cooling  
ARE LEADING FACTORS

**TUBULAR COOLING INCREASES PROFITS**

TUBULAR cooling and aeration of milk means better milk—improves flavor—safeguards against souring. "Rejects" are avoided. Losses are avoided. And in those sections where milk is graded the properly cooled and aerated product brings a better price. And a good tubular cooler doesn't cost you a lot of money. An Oriole Genuine Tubular Cooler, Model A, 35 gals. an hour, will cost you only \$26.00—Model B, 50 gals. an hour, only \$31.00, plus transportation charges. Oriole Tubular Coolers have always been popular with dairymen. No soldered, hard-to-clean corners between tubes—swinging spout—ten 1 1/4" tubes, with big return bends give wonderful cooling capacity—improved trough—strongly built—light weight. All the cooling efficiency of big coolers in coolers of just the right sizes and capacities for your dairy. Write for literature.

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Philadelphia, 2324 Market St. Pittsburgh, 1139 Penn Ave.  
Baltimore, Russell & Ostend Sts.

**\$1 RIDES YOUR WEEDS**

Here's a new chemical discovery that absolutely RIDES YOUR LAWN of dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

**WEED-TOX** DOES NOT HARM REST OF LAWN

Easily and quickly applied without injury to grass or other desirable vegetation, but is ABSOLUTELY GUARANTEED TO KILL WEEDS, making it impossible for them to revive, even after only one application.

**WEEDS GO IN 24 HOURS**

One dollar bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fixing—no sprayer—nothing else to buy.

**V. & M. PRODUCTS COMPANY**  
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Address \_\_\_\_\_

## TO OUR READERS

Of course you read the Milk Producers' Review—maybe not every one of you—but nevertheless you should.

In addition to quoting official Inter-State Milk Prices, it keeps you informed on what is being done in dairying, in agriculture generally, and if you just gave it a few minutes of your spare time, we feel that you will be interested.

And another thing—you know we carry a quite complete line of advertising—dairy advertising, so to speak. Maybe these advertisers can solve some of your farm problems. Its worth the try. Write them, telling them that you saw their "ad" in the Milk Producers' Review—and then shoot your inquiry to them.

## Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of March, 1933:

No. Inspections Made.....	2006
Sediment Tests.....	4229
Meetings.....	17
Attendance.....	1934
Reels Movies.....	0
No. Miles Traveled.....	28,650

During the month 32 dairies were discontinued from selling for failure to comply with the regulations—38 dairies were re-instated before the month was up.

To date 255,117 farm inspections have been made.



## ▲▲ Horace F. Temple

INCORPORATED

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TELL PHONE No. 1

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## "Tomato Plants"

Marglobe and Greater Baltimore varieties grown in the open fields of Southern Georgia ready for shipment about May 5th. The kind that live and produce growers large profits under unfavorable weather conditions. Price \$2.75 a thousand delivered at zone nearest Express Station.

Will supply growers in the East with millions of these fine stalky plants. Mail orders and Correspondence as soon as possible to this office.

GEORGE C. ROGERS, Jr.  
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## Cheap Printing for Dairymen

Letterheads, Statements, Invoices,  
Circulars, Cards, Labels.

Price for Standard Bond Paper

1000—\$2.00

5000—\$6.00

Write for samples and complete  
quotations.

DAVID NICHOLS & CO.  
KINGSTON, GEORGIA

## Barclay Farms Ayrshires Secure Creditable Pro- duction Record

During the month of March, the fourteen Ayrshires in the herd owned by Barclay Farms, West Chester, Pennsylvania, made the excellent production average of 692 pounds of 3.88% milk, and 26.87 pounds of butterfat, testing under Ayrshire Herd Test rules, according to Superintendent of Advanced Registry W. A. Kyle, of the National Ayrshire Breeders' Association at Brandon, Vermont.

Under the Herd Test rules, each animal is included in the herd average, regardless of her age or stage of lactation.

## Farm Income Declines 57 Per Cent In 4 Years

A decline of nearly \$6,800,000,000 in gross farm income from 1929 to 1932 or about 57 per cent is estimated by the Bureau of Agricultural Economics, U. S. Department of Agriculture. Gross income from farm production in 1932 was \$5,143,000,000; value of products retained from consumption \$942,000,000, cash income, or the value of products actually sold, was \$4,201,000,000, and production expenses were \$2,899,000,000, leaving \$1,302,000,000 for farmers after production expenses were deducted.

Gross farm income last year was the lowest in 23 years of statistical records by the bureau. Cash income declined from \$10,286,000,000 in 1929 to \$4,201,000,000 in 1932, a decline of 59 per cent. Total production expenses, including wages to hired labor, interest and taxes payable, declined from \$5,629,000,000 to \$2,899,000,000 during the same period.

The bureau points out that "income available for farmers' capital, labor, and management last year provided no return on investment, and fell short by nearly \$1,200,000,000 of paying the farm family for their labor even at the reduced wage rates for hired labor." This is the third successive year in which the income available to farm operators after paying production expenses has been insufficient to provide a return to the farm family for their labor equal to that of hired labor.

The bureau reports a sharp reduction in the inventory value of farm capital. All land and buildings which had a value of about \$48,000,000,000 in the spring of 1929 were down in value to about \$37,000,000,000 in 1932. The value of livestock on farms during this interval declined from about \$6,600,000,000 to about \$3,500,000,000. The bureau adds that "since land values and livestock prices continued to decline during 1932, and since farmers' purchases of farm machinery were unusually small in 1932, the total value of farm capital was materially smaller at the beginning of 1933 than at the beginning of 1932."

The bureau points out that although the reduction in farm income from 1929 to 1932 was general for all farm products, producers of livestock and livestock products in general fared better than did the producers of crops. Since 1929 the gross income from crops has declined about 61 per cent, whereas income from livestock and livestock products declined about 53 per cent. The income from hogs in 1932 was about one-third that in 1929. Gross income from dairy products is reported to have declined less than that for any other major commodity during the four-year period.

A part of the decrease in farmers' expenditures the last four years is attributed to price reductions on commodities that farmers buy, but most of the decrease was due to a sharp reduction in farmer buying. Expenditures for farm machinery, tractors, and repairs in 1932 were only about 16 per cent of 1929 expenditures, and for automobiles and trucks only 15 per cent of the buying in 1929.

This sharp curtailment in purchases of machinery and repairs on buildings means that farmers are using up their capital equipment, and if it is long continued it will tend to restrict farm production.

The ranking of the principal lines of production in gross value as shown by these estimates places milk first, poultry and eggs second, hogs third, and cattle and calves fourth in the livestock group. Among the crops the vegetable group ranked first, cotton and cottonseed second, fruits and nuts third, and grains fourth.

## Farm Price Index Highest In Five Months

Rising prices of farm products carried the farm price index of the Bureau of Agricultural Economics to 53 as of April 15—up 3 points since March 15, and to the highest figure since last November. The index on April 15 a year ago was 59.

The bureau notes that changes in wholesale prices of farm products at the large terminal market centers indicate further advances in prices paid farmers since April 15.

There were gains in prices paid farmers for nearly all the twenty-seven commodities included in the index, from March 15 to April 15, with grains in the lead. The farm price of cotton was unchanged; farm prices of calves, milk, and hogs declined slightly. Prices of milk declined seasonally to the lowest point on record, says the bureau.

Advances in the price indexes, by commodity groups, were: grains, up 11 points; fruits and vegetables, up 6; chickens and eggs, up 2; meat animals and cotton and cottonseed, up 1 point. The April 15 index for dairy products was the same as in March.

The advance in the combined index during the month, coincident with a continued decline estimated for prices farmers pay for articles purchased, resulted in a further increase in the ratio of prices received to prices paid. This ratio, commonly referred to as "the purchasing power of the farmer's dollar", advanced to 53 percent of the pre-war average on April 15, compared with 50 percent on March 15.

The farm price of hogs at \$3.21 per 100 pounds on April 15, was about 10 percent below the price a year ago. The hog-corn ratio on April 15 was 11.4 the same as in April 1932. The bureau attributes the advance in prices of corn from March 15 to April 15 to the general advance in prices of grains. The average farm price of corn on April 15 was 28.2 cents a bushel.

The farm price of wheat on April 15 reached 44.8 cents a bushel, the highest price recorded since November 1931. Prospects for the smallest winter wheat crop since 1904, delayed seeding of the spring wheat crop, increasing evidence that at the close of the present crop marketing season, the carry-over of wheat in the United States will be smaller than that of a year ago, and the possibility that agricultural and financial legislation would result in a sustained rise in the general level of commodity prices contributed to the price rise.

Prices paid farmers for cotton averaged 6.1 cents a pound on April 15, the same as on March 15, but about 7 percent higher than in April 1932. The bureau says that domestic consumption of American cotton was about 5 percent larger during the present marketing season—August 1932 to March 1933—than in the corresponding period a year earlier, but that textile stocks are reported as having increased during recent weeks, and exports have lagged.

Farmers were getting 42.4 cents per bushel for potatoes, on the average, on April 15, prices having advanced 9 percent since March 15 principally on account of a decline in shipments of old crop potatoes and indications of a reduction in the 1933 planted acreage. Prices of eggs went contrary to the average seasonal decline the last five years, and advanced about 2 percent during the month ended April 15. At 10.3 cents per dozen, the April 15 farm price was about 1 percent higher than a year ago.

## World Dairy Prospects

Best Danish butter is now being exported at 10 cents a pound. On the London market, New Zealand exporters are realizing the equivalent of 10.5 cents a pound on finest butter and 6 to 7 cents on cheese. New York prices have advanced to 21 cents on butter and 11 cents on cheese as of April 13. Stocks of butter in storage on March 1 were lighter than a year earlier in the United States and Canada and more than twice as large in Great Britain. European export countries provided a combined export of 1932 that was smaller than in 1931 by about 14 percent while Southern Hemisphere exports were 10 percent larger. European sources continued during March to provide smaller surpluses of butter than a year earlier while imports from continental European countries were reduced even more than were European exports. With imports into Germany restricted to a far smaller volume than even a year ago, the total quantity of European butter reaching British markets during March slightly exceeded the March imports of last year. Total arrivals of butter in Great Britain from Australia and New Zealand during March amounted to 58,727,000 pounds against 27,281,000 pounds in March of last year. Estimates of the Empire Marketing Board as of March 31 place the arrivals from these two dominions during April of this year at approximately 45,000,000 pounds against 37,000,000 pounds in April, 1932, and indicate that supplies during May will be above, and in June below, the April figure, with the increase over corresponding months of last year becoming more marked. With a margin at present of about 10 cents over finest New Zealand butter in London on butter of comparable grade in New York, together with the heavy stocks on hand, these estimates of prospective dominion supplies indicate that unless exchange quotations undergo a sufficient shift to become an important factor, a potential market exists in the United States. Some further indications of this tendency is afforded by the complete disappearance during February of our trade in evaporated and powdered milk in Great Britain.

## Farm Exports Smallest for March In Nineteen Years

Volume exports of farm products in March had an index of 67 compared with 71 in February, and with 111 in March 1932, according to the Bureau of Agricultural Economics. This year's March index was the lowest for that month in nineteen years. Excluding cotton, the March index was 59.

The index of exports of wheat and flour in March at 24, made a new low record for any month. Total exports of wheat and flour for the season up to March 31 were 36,231,000 bushels, or about one-third the volume of exports during the corresponding nine months of the preceding season. But exports of other grains, especially barley and corn, were larger this March than last, and larger this season than last.

The 11th Annual Dairy Exposition for the students of Pennsylvania State College, will be staged at the College on Saturday, May 13th.

Seventy animals representing the Ayrshire, Brown Swiss, Guernsey, Holstein and Jersey breeds will be fitted for the show. Dairy extension specialists from the college will be the judges.

The dairy cattle judging is scheduled for Wednesday, May 10th, and the dairy products on Thursday, May 11th, 1933.

## Cow Testing Associations

### Bucks County Herd Improvement Association Group No. 1

EARL WHITMAN, Tester W. F. GREENAWALT, County Agent

This association finished its fifth year, March 1, 1933, with twenty-four whole year members. The total number of cows for all or part of the year was 513. During the year eighty-two cows were disposed of for the following reasons:—low production 18, udder troubles 3, sterility 13, old age 7, tuberculosis 3, accident 2, died 2, sold for dairy purposes 31, other reasons 3.

The results of the five years testing was as follows:

YEAR	AV. NO. COWS	LIBS. MILK	LIBS. BUTTERFAT
1929	363.18	8,144	320.4
1930	408.74	8,395	327.1
1931	267.52	7,805	318.3
1932	419.09	8,138	324.9
1933	423.20	7,948	336.4

The results for whole year members are as follows:

Average No. of Cows in Association	423.20
Average per Cow: Libs. Milk	7948
Libs. Butterfat	336.4
Percentage of Butterfat	4.23
Value of Product	\$205.89
Cost of Roughage (including pasture)	45.32
Cost of Grain	32.21
Total cost of Feed	77.53
Total of product above Feed Cost	128.36
Return per \$1.00 expended for Feed	2.66
Feed Costs per 100 lbs. Milk	.98
Feed Costs per lb. Butterfat	.23

Fourteen herds with an average of five or more cows exceeded an average production of 300 pounds of butterfat. Sixty-five cows produced over 400 lbs. of butterfat.

### Bucks County Herd Improvement Association Group No. 2

This group finished its tenth year March 1st, 1933, with twenty-four whole year members. The total number of cows for all or part of the year was 570. During the year seventy-three cows were disposed of for the following reasons:—low production 32, udder troubles 9, sterility 6, abortion 2, death 1, old age 2, tuberculosis 3, accident 3, sold for dairy purposes 12, other reasons 1.

The results for the ten years testing are as follows:

YEAR	AV. NO. COWS	LIBS. MILK	LIBS. BUTTERFAT
1924	247.46	7,724	284.3
1925	380.68	7,549	271.3
1926	406.35	7,552	281.1
1927	366.07	7,696	301.6
1928	356.56	7,879	313.8
1929	363.18	8,214	331.8
1930	291.75	8,164	310.0
1931	271.76	8,525	316.3
1932	360.01	8,974	338.8
1933	408.36	8,406	329.9

The result for the whole year members:

Average No. Cows in Association	408.36
Average per Cow: Libs. Milk	8,406
Libs. Butterfat	329.9
Percentage of Butterfat	3.92
Value of Product	\$173.51
Cost of Roughage	37.07
Cost of Grain	35.85
Total Cost of Feed	72.92
Value of Product above Feed Cost	100.59
Returns for \$1.00 expended	2.38
Feed Cost per 100 lbs. Milk	.87
Feed Cost per lb. Butterfat	.22

Sixteen herds, with an average of 5 or more cows exceeded an average production of 300 lbs. butterfat. Sixty-eight cows produced over 400 pounds of butterfat.

### Montgomery Cow Testing Association No. 2

MONTGOMERY COUNTY, PA.

DAVID H. MAGILL, Tester R. G. WALTZ, County Agent

The Montgomery Cow Testing Association, No. 2, finished its fifth year December 31st, 1932, with 21 whole year members. There were 597 cows in the Association during all or part of the year.

The reports for the five years testing are as follows:

YEAR	AV. NO. COWS	LIBS. MILK	LIBS. BUTTERFAT
1928	412.24	7,157	282.9
1929	355.71	6,931	288.3
1930	395.30	7,239	301.9
1931	424.79	7,181	297.5
1932	412.86	7,973	331.7

Reports on the whole year members are as follows:

Total Average Number of Cows in the Association	412.86
Average per Cow: Libs. of Milk	7,973
Libs. of Butterfat	4.16
Value of Product	\$254.95
Cost of Roughage, including pasture	49.13
Cost of Grain	31.71
Total Cost of Feed	80.84
Value of Product over Feed Cost	174.11
Return for \$1.00 expended for Feed	3.15
Feed Cost per 100 lbs. Milk	1.01
Feed Cost per pound of Butterfat	.24

Eighteen herds, with an average of five or more cows, exceeded an average production of 300 lbs. of butterfat. Fifty-eight cows produced over 400 pounds of butterfat during the year.

## A New Voice On The Radio

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Who Broadcasts For  
The Dairy Council

Over Station  
**WLIT**

Every Friday at 12:45 p.m.

On Cookery  
Subjects

May 5th—"Feeding My Family at \$2.00 a piece  
per Week"

May 13th—"Dinners for Seven Days"

May 19th—"My Family Well Fed on \$12.00 a  
Week"

May 26th—"Mealtime in Springtime"

(This series of fifteen-minute radio broadcasts is given through the courtesy of the Philadelphia Chamber of Commerce. While it is a part of the educational program of the Philadelphia Inter-State Dairy Council to aid in maintaining the consumption of milk in the city, the talks will contain information and recipes of interest to all housekeepers.)



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Save with a company that has made a net gain of 53% in premium writings for 1932 over 1931

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Our Workman's Compensation Policy provides protection for the employer as well as the employee and has declared a 15% dividend for 1932 on Commercial risks and 5% on sawmilling and coal mining—nothing on quarrying.

SEE ANY OF OUR LOCAL AGENTS—THERE IS ONE LOCATED NEAR YOU

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

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CLIP THIS AND MAIL TODAY—IT OBLIGATES YOU IN NO WAY

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## Milk Producers Review

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Market Conditions}

Check Your Milk Prices on Official Quotations  
(See Page 5)

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IT WILL INTEREST THEM

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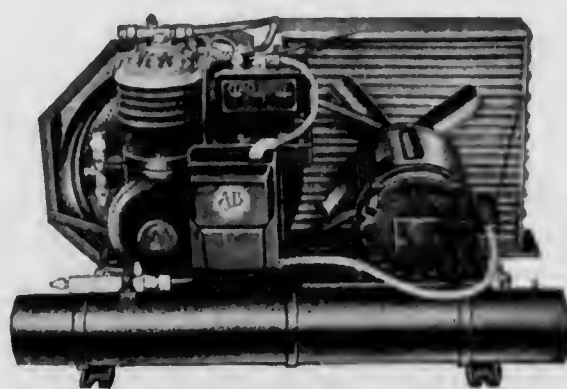


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# Milk Produce

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE

Philadelphia, Pa., and West Chester

Vol. XIV

INTER-STATE  
Farm Management Dept.  
New York State College of Agric.  
Ithaca, New York

No. 2

## PRICE OF MILK ADVANCED

EFFECTIVE JUNE 1st, 1933

Buying Basis Uniform Throughout Territory

Subject to approval by the Federal Government, the prices to be paid producers and those to be paid by consumers were advanced on June 1st, pending a final hearing on the matter to be held at an early date.

The new basis will be effective on all milk bought or sold, throughout the entire Philadelphia Milk area, and represents minimum prices.

This program was made effective, following a recent trade agreement between the Inter-State Milk Producers' Association and the various buyers of milk.

A formal brief representing the trade agreement has been prepared and subscribed to by the association and the buyers, which has been presented to the Federal authorities for their approval.

Important factors in the agreement are as follows:

All milk is to be bought on the allotment, or basic and surplus plan. (When milk is bought at a flat price, such milk must be considered as basic milk and paid for at the basic price, based on 4% butterfat content.)

Prices for all grades of milk and cream, retail or wholesale, or milk for relief purposes have been fixed in the trade agreement and must have the approval of the Federal authorities.

The whole program has been one designed to give the producer of milk a fair share of the consumer's dollar, to provide the producer with additional revenue, so that he may be the better enabled to conduct his farm business on a fair basis and to receive sufficient funds to enable him to become a factor in making purchases which will tend to lift us out of the present depression.

It has been a stupendous task, both upon the officers of your association and upon the governmental agencies, in order to solve the many problems that have had to be considered in bringing about this program, in order to make the beneficial effect of the program immediately effective.

Many detailed problems however still remain to be worked out before the program has been fully adjusted. Temporarily some of the detailed factors will have to be continued for the time, but all these things will ultimately be solved, and solved to the satisfaction of all parties concerned.

Under the present program, producers, it has been suggested by the authorities, will not be permitted to increase their production. Plans for the establishment of basic milk supplies for the future are being discussed and are expected to be available at an early date.

The full text of the trade agreement which has been presented to the National government follows:

This tentative marketing agreement has been proposed and drafted by the Inter-State Milk Producers' Association, the Philadelphia Milk Exchange and the other dealers in the Philadelphia Milk Shed who signed this contract, to be submitted with application for public hearing before the Secretary of Agriculture at Washington, D. C.

### MARKETING AGREEMENT

As used in this agreement, the following words and phrases shall be defined as follows:

- "Contracting producers" means and includes the Inter-State Milk Producers' Association, a non-profit corporation organized and existing under the laws of the State of Delaware, and such other producers and associations of producers of "fluid milk" sold or consumed in the "Philadelphia Milk Shed" as may become parties signatory to this agreement according to the terms thereof.
- "Contracting distributors" means and includes such members of the "Philadelphia Milk Exchange" and such purchasers and distributors and/or processors of "fluid milk" in the "Philadelphia Milk Shed" as may become parties signatory to this agreement according to the terms thereof.
- "Fluid Milk" means and includes fluid milk and fluid cream, and such fluid derivatives thereof as are sold by "contracting distributors" in the "Philadelphia Milk Shed"; fluid cream consists of all cream used except that cream which goes to ice cream dealers who manufacture ice cream for sale through other distributing retailers and/or manufactured into butter.
- The "Dairy Council" means "Philadelphia Inter-State Dairy Council", a non-profit corporation organized and existing under the laws of the State of Pennsylvania, controlled jointly by the contracting producers and contracting distributors for advertising milk, health education, and quality control.
- "Philadelphia Milk Shed" means and includes the city of Philadelphia and all suburban cities within the "Philadelphia Milk Purchasing Area", defined as follows:

(Continued on page 2)



# PRICES OF MILK ADVANCE

(Continued from page 1)

Production Area		Penna. (Cont.)	
1. PENNSYLVANIA	PENNA. (Cont.)	Lehigh County	County
Adams County	Cumberland County	Mifflin	"
Bedford "	Dauphin "	Montgomery	"
Berks "	Delaware "	Northampton	"
Blair "	Franklin "	Perry	"
Bucks "	Fulton "	Philadelphia	"
Cambria "	Huntingdon "	Schuylkill	"
Center "	Juniata "	York	"
Chester "	Lancaster "		
Columbia "	Lebanon "		
NEW JERSEY		DELAWARE	
Atlantic County	Caroline County	Kent County	County
Burlington "	Cecil "	New Castle	"
Camden "	Dorchester "	Sussex	"
Cape May "	Frederick "		
Cumberland "	Kent "	WEST VIRGINIA	
Gloucester "	Queen Annes "	Berkley County	County
Hunterdon "	Somerset "	Jefferson	"
Mercer "	Talbot "		
Salem "	Washington "		
	Wicomico "		
	Worcester "		
2. and—those farms supplying the following:		CREAM	
Supplee-Willis-Jones stations at Centerville, Spartansburg, Pa., and Moorefield, W. Va.		Lebanon, Indiana	
Abbotts Dairies, Inc., stations at Spring Creek, Youngsville, Port Allegheny, and Coudersport, Pa.		Bluffton, Indiana	
Scott-Powell Dairies Station at Staunton and to the terminal at Richmond, Va.		Milton & Mansfield, Pa.	
Samuel D. Miller's station at Trout Run, Pa.		Dewart, Pa.	
It is understood that cream as per attached list produced outside of the present milk shed will be allowed to come in until further notice		Seranton, Pa.	
Sales Area		Lebanon, Indiana	
All cities, towns and suburban areas within the Production Area.		Clintonville, Wisconsin	
3. Additional Sources of Regular Cream Supplies Outside of Defined Milk Shed not Included in Sales Area:		Columbus, Wisconsin	
SCOTT-POWELL		Milton & Mansfield, Pa.	
Indiana Condensed Milk Co.		Dewart, Pa.	
Hoosier Condensed Milk Co.		Seranton, Pa.	
Dairy Lea Condensed Milk Co.			
Dewart			
Woodlawn Farm Dairies			
HERNIG			
Indiana Condensed Milk Co.			
Borden Co.			
Borden Co.			
Dairy Lea			
Farmers Exchange			
ABBOTTS			
Cameron, Wisconsin			
Bruce, Wisconsin			
Harrisonburg, Virginia			
KEYSTONE DAIRY			
S. D. MILLER			
Galloway			
Borden			
Borden			
VICTOR DAIRY			
Adrian, Mich.			
SUPPLEE			
Luick Dairy			
Hartford, Wisconsin			

F. "Secretary" means the Secretary of Agriculture of the United States.

G. "Act" means the Act of Congress entitled "An Act to relieve the existing national economic emergency by increasing agricultural purchasing power, to raise revenue for extraordinary expenses incurred by reason of such emergency, to provide emergency relief with respect to agricultural indebtedness, to provide for the orderly liquidation of joint-stock land banks, and for other purposes", approved May 12, 1933.

THE PARTIES to this agreement are the "contracting producers", parties of the first part, and "contracting distributors", parties of the second part, and the "Secretary", party of the third part.

WHEREAS, pursuant to the "Act", the parties hereto, for the purpose of correcting the conditions now obtaining in the

marketing of "fluid milk" in the "Philadelphia Milk Shed", desire to enter into a marketing agreement under the provisions of Section 8 (2) of the "Act", and

WHEREAS, Inter-State Milk Producers' Association markets more than 75 per cent of the "fluid milk" distributed and consumed in the "Philadelphia Milk Shed" and represents that it has corporate power and authority to enter into this agreement, and

WHEREAS, the contracting distributors distribute more than 75 per cent of the "fluid milk" distributed in the "Philadelphia Milk Shed", which said "fluid milk" comprises substantially all of the "fluid milk" marketed by the Inter-State Milk Producers' Association as aforesaid, and

WHEREAS, the marketing of "fluid milk" produced in the "Philadelphia Milk Shed" and distribution thereof affect and enter into both the current of interstate commerce and the current of intrastate com-

merce, which are inextricably intermingled.

NOW THEREFORE in consideration of the premises the parties hereto agree as follows:

1. The prices at which "fluid milk" shall be sold by the "contracting producers" and purchased by the "contracting distributors" for distribution or consumption in the "Philadelphia Milk Shed" shall be those set forth in Exhibit "A" which is attached hereto and made a part hereof. The prices set forth in Exhibit "A" may be changed by agreement between the "contracting producers" and the "contracting distributors" provided, however, that such price changes shall become effective only upon the written approval of the "Secretary."

Payments made to the Philadelphia Inter-State Dairy Council, and payments to the Inter-State Milk Producers' Association by members thereof made pursuant to paragraph 4 hereof shall both, respectively, be deemed part of the price paid to producers.

2. The marketing plan governing the marketing of milk which is attached hereto, made a part hereof, and marked Exhibit "B" shall be binding upon the "contracting producers" as to all matters therein required on their part to be performed and upon the "contracting distributors" as to all matters therein required on their part to be performed. Such marketing plan may be modified by agreement between the "contracting producers" and the "contracting distributors" provided, however, that such modified marketing plan shall become effective only upon the written approval of the "Secretary."

3. The wholesale and retail prices at which "fluid milk" shall be distributed by the "contracting distributors" in the "Philadelphia Milk Shed" shall be those defined and set forth in Exhibit "C" which is attached hereto and made a part hereof. The prices set forth in Exhibit "C" may be changed by agreement between the "contracting producers" and the "contracting distributors" provided, however, that such price changes shall become effective only upon the written approval of the "Secretary."

4. The "contracting producers", members of the Inter-State Milk Producers' Association, authorize the "contracting distributors" to deduct two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same as dues to the Inter-State Milk Producers' Association.

(b) The members of the Inter-State Milk Producers' Association authorize the "contracting distributors" to deduct an additional two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same as dues to the Inter-State Milk Producers' Association.

(c) From the non-members of the Inter-State Milk Producers' Association, the "contracting distributors" shall deduct a corresponding four (4) cents for each one hundred (100) pounds of milk purchased from said non-members and shall pay same to the Dairy Council, one-half of which sum shall be kept as a separate fund by the said Dairy Council and disbursed by it as approved by the "Secretary", so as to secure to said producers, benefits similar to those now received by members of the Inter-State Milk Producers' Association by virtue of their payments to the said Producers' Association of dues of two (2) cents per one hundred (100) pounds of milk sold by them.

5. All producers of "fluid milk" whose

farms have been inspected by any state or municipal jurisdiction in the "Philadelphia Milk Shed" and the marketing of whose milk is not prohibited by health laws and ordinances applicable to marketing of milk by said Inter-State Milk Producers' Association, shall, heretofore, be permitted, as far as marketing conditions may allow, to be members of the Inter-State Milk Producers' Association on an equal basis with existing members similarly circumstanced.

6. The "contracting producers" and the "contracting distributors" shall, to the extent required by the "Secretary", severally maintain systematic accounting which shall be satisfactory to the "Secretary" and their respective records shall be subject to his examination during the usual hours of business and they shall severally from time to time furnish to the "Secretary" on request, in accordance with forms to be supplied by the Department of Agriculture such information as the "Secretary" may require.

7. The health standards governing production, receiving, transportation, processing, bottling and distribution of "fluid milk" sold or distributed in the "Philadelphia Milk Shed" shall be those established by the health ordinances of the city in which it is sold and also the milk regulations of the States within the Philadelphia Milk Shed.

8. This agreement shall become effective at such time as the "Secretary" may determine and shall continue in force until the last day of the month following the aforesaid effective date and thereafter from month to month, except that:

(a) The "Secretary" may (and shall, upon the request of either 75 per cent of the "contracting producers" or 75 per cent of the "contracting distributors" such percentages to be measured by the number of "fluid milk" marketed or distributed respectively) by notice in writing deposited in the registered mail, addressed to the Inter-State Milk Producers' Association, the Philadelphia Milk Exchange and the other contracting distributors, at the respective addresses now on file with the "Secretary", before the 20th day of any month terminate said contract as of the end of said month.

(b) The "Secretary" may for cause shown as of the end of any month terminate this agreement as to any party or parties signatory hereto by notice in writing deposited on or before the 15th day of such month in the registered mail, addressed to such party or parties at the address or addresses of such party or parties on file with the "Secretary."

(c) This agreement shall in any event terminate whenever Title I of the Act ceases to be in effect or whenever the President or Congress shall terminate the provisions of the Act which authorize this agreement.

9. If any individual considers himself aggrieved by any action taken hereunder by any party or parties hereto, such individual may lay his case before the "Secretary" who shall thereafter take action in reference thereto as he deems necessary to carry out the purpose of the marketing agreement.

10. The benefits, privileges and immunities conferred by virtue of this agreement shall cease to exist upon the termination of this agreement and the benefits, privileges and immunities conferred by virtue of this agreement upon any party or parties signatory hereto shall cease to exist upon the termination of this agreement as to such party or parties.

(Continued on page 6)

## Tentative Program for Establishing New Basic Averages

This program is a part of the brief submitted to the U. S. Department of Agriculture, and becomes effective only upon its approval by "Secretary."

The tentative plan, in brief, may be outlined as follows:

For the purposes of this agreement, the term, established basic quantity is used in respect to any producer, farm, or herd, as the case may be, shall be the quantity of milk recorded as such in the files of the Inter-State Milk Producers' Association; except that in respect to those producers who sell milk within the Philadelphia Milk Shed and who have no such established basic quantity. Their established basic quantity shall be allotted upon a basis which will be equitable as compared with the established basic quantities of all other producers distributing in the same locality as such producers.

All such producers shall establish a basic quantity by taking their total production during the months of January, February and March 1933, and dividing the sum thereof by 3.

The contracting producers and the contracting distributors at conference have agreed to change the present method of establishing basic quantities to take effect January 1st, 1934, as follows:—

Each producer's established basic quantity shall be determined by using his established basic quantity for 1933, plus July production, plus November production, the sum of which divided by three will establish his new basic quantity, providing that any producer who thereby increases his established basic quantity more than 15% shall not be allowed more than 15% increase, unless his production for the entire year 1933 has been above the 15% and in no event can his new established basic quantity be greater than the average of his entire production for the year 1933.

## Only Slight Change In Price Situation Up to April 15

The principal developments in the Pennsylvania farm price situation between March 15th and April 15th, according to the State Department of Agriculture, were an increase in grain, fruit and vegetable prices, and a slight decrease in the index of prices paid by farmers for commodities farmers purchase, declined the poultry and egg price index offset gains in other classes so that the composite index remained unchanged. The purchasing power of farm products gained one point to 59.

On April 15th this year, the first time since the World War, prices of commodities farmers purchase, declined to the pre-war level.

In releasing this price report, the Department emphasizes that it is based upon hundreds of official reports as of April 15th, and does not reflect price changes since that date.

The following table gives the April 15th prices, of important farm products, with March 15, 1933, and pre-war comparisons:

Commodity	April 1910-'14	March 1933	April 1933
Wheat per bushel.....	1.00	.57	.69
Corn per bushel.....	.70	.40	.45
Oats per bushel.....	.50	.28	.31
Barley per bushel.....	.68	.41	.45
Rye per bushel.....	.79	.44	.48
Blackwheat per bushel.....	.69	.40	.42
Flour per bushel.....	.75	.49	.50
Hay per ton.....	16.85	8.99	9.20
Apples per bushel.....	.95	.75	.80
Hops per 100 lbs.....	8.28	4.15	4.15
Best cattle per 100 lbs.....	6.46	3.90	4.00
Val calves per 100 lbs.....	7.70	5.50	5.30
Sheep per 100 lbs.....	5.16	2.40	2.40
Lamb per 100 lbs.....	6.82	4.80	4.85
Milk cows per head.....	53.40	42.00	42.00
Hens per head.....	179.00	107.00	110.00
Chickens per lb.....	.138	.121	.126
Butter per lb.....	.30	.20	.20
Eggs per doz.....	.180	.114	.123
Wool per lb.....	.23	.13	.13
Farm Price Indexes			
United States.....	100	50	53
Grain.....	100	46	47
Fruit & vegetables.....	100	69	66
Meat animals.....	100	56	57
Dairy products.....	100	59	59
Unclassified.....	100	53	56
Grain.....	100	43	44
Fruit & vegetables.....	100	59	59
Meat animals.....	100	58	64
Dairy products.....	100	72	75
Unclassified.....	100	61	61
Dairy products.....	100	54	54
Chickens & eggs.....	100	60	57
Unclassified.....	100	55	57
Farmers Pay.....	100	101	100
Farmers Purchasing Power:			
United States.....	100	50	53
Pennsylvania.....	100	58	59

## Milk Market Conditions and Prices in Other Leading Territories

### Milwaukee, Wis.

The "Milwaukee Milk Producer", official organ of the Milwaukee Cooperative Milk Producers' Association, in its May issue, gives considerable space toward factors having to do with the agreement on May prices for fluid milk. Distributors and producers were unable to agree. It was finally agreed that the Department of Agriculture and Markets might set the price for May.

The fluid milk price was set for \$1.76 per hundred pounds except that portion bought for outdoor relief and manufactured milk. This does not include excess over base or criticized milk. The latter will be paid for at the old manufactured schedule. This price is .8412 cents per hundred pounds for milk testing 3.5 fat. The price of excess milk is 72 cents per hundred.

The following reports have been made as per date of issue of the "Milk Producer." One dealer reports fluid sales of 38.27% at \$1.76, outdoor relief sales of 9.78% at \$1.53; manufactured or surplus sales of 51.95% at \$.8214 and an average price of \$1.26. Other dealers report sales ranging from 35 to 44.68% all reporting the same price \$1.76 for milk sold as fluid milk; with outdoor relief sales ranging from 9.78% to 14.63% at \$1.53 and surplus sales ranging from 44.68% to 55.5% at .8412 cents per hundred. Average prices range from \$1.23 to \$1.25 per hundred pounds.

### Louisville, Ky.

Quoting from the "Falls Cities Cooperative Dairyman", official organ of the Falls Cities Cooperative Milk Producers' Association, Louisville, Ky. which names the April prices for milk as follows:

1. Grade B shippers will receive \$1.79 per hundred pounds of milk for 70 per cent of their base.

2. Grade B milk shipped in excess of 70 per cent of base will be paid for at 85 cents per hundred pounds, Class 111 milk price is 89 cents per hundred.

### Detroit, Mich.

Prices quoted by the "Michigan Milk Messenger", official organ of the Michigan Milk Producers' Association, Detroit, Mich. for the month of April are as follows:

The April price for 80 per cent base with 3.5 test, delivered Detroit is \$1.40 per hundred pounds. The pool fee is 14 cents which deducted from \$1.40, leaves \$1.26. Surplus milk at receiving stations is 75 cents. The butterfat differential is 3 cents per point, on base and surplus. The city retail price continues at 9 cents per quart, delivered at homes.

Prices at sub-markets are quoted as follows: Jackson, 80% base, with 3.5 test, \$1.16 per cwt; surplus, 75 cents. Flint, one hundred per cent of delivered base milk, \$1.10; surplus milk brings average Chicago 92 score butter price.

Saginaw, April milk based on 61% of the full base at \$1.00 per cwt. milk in excess of base, 80 cents per hundred. Ann Arbor, April price on 80% of base, 3.8 fat, \$1.33 per cwt less 6 cents pool fee. Surplus milk, 3.8 test, 75 cents per hundred. In Muskegon, the price during the first six days of April was \$1.40 per cwt., 3.5 test. During the remainder of the month the price was \$1.20 per cwt. The price for surplus milk was 82 cents per cwt.

### St. Louis, Mo.

The May base price for fluid milk, says the "Sanitary Milk Bulletin", official organ of the Sanitary Milk Producers', St. Louis District, will be increased to \$1.10 per hundred pounds, the April base being unchanged.

Milk for May shows an increase of 5 cents per cwt. over previous quotations. After a series of price conferences, held in April and May, and terminating May 9th.

Prices for first and second surplus will be based upon the current months butter market as in the past.

The base period is still under discussion and the "Bulletin" also states that prospective national and state legislation which may effect the dairy industry will of course have a bearing upon the future picture. Because of these developments, which have not yet reached a conclusion, all sales now made by the association in the future must follow any new laws that may be enacted.

The April surplus price in this market was: first surplus 79 cents per hundred for 3.5 milk, f. o. b. country; second surplus, for the same month, and under the same conditions was 65 cents per hundred.

### St. Paul-Minneapolis, Minn.

Quoting from the May, 1933 issue of the "Twin City Milk Producers' Bulletin", official organ of the Twin City Milk Producers' Association, we note that the price paid its producers, for April delivery was 83 cents per hundred pounds, for 3.5 milk, delivery at any of our plants, with 3 cents per point for fat above 3.5%.

The April price to distributors in Minneapolis was 50 cents per hundred and in St. Paul 95 cents per hundred. Fifty-five per cent of our milk was sold in the form of manufactured products.

Our sales to distributors, due to new customers secured during the present price emergency, were the greatest in any month in our history. Our market milk sales totalled 15,642,000 pounds while a year ago in April they were 12,724,000 pounds.

The Twin City Association paid 21 cents per pound for butterfat in cream, during the month of April.

Minneapolis has joined the ranks of cities insisting on farm inspection of dairy farms. On May 1st the ordinance providing for farm inspections became effective and in the near future permits will be required and all milk inspected. St. Paul has been inspecting dairy farms for a period of two years and many improvements have been brought about at small cost to producers.

### Chicago, Ill.

As an aid to maintenance of base and reduction of milk supplies, "Pure Milk", official organ of the Pure Milk Association, Chicago, announces a reduction of base allowance effective May 1st, 1933, of its Rule 10, known as the 80% rule, making the rule now 70%, which every producer must meet in order to maintain and hold his 100% base.

May milk prices are not announced pending negotiations.

The April Adjustment Fund is 5 cents, making April net prices \$1.37 per hundred pounds on base milk. The balance of the milk distributed will be sold for 3.5 times 92 score Chicago butter.

All prices apply on 3.5 milk, f. o. b. country plants or platforms within the 70 mile zone, plus any additional differentials effective on sub-markets.

The April manufacturing price, on the balance of the milk delivered will be 69 cents per hundred net.

### New York City

For the Dairyman's League Cooperative Association, we note that the net weighted average price per hundred-weight for April in the 201-210 mile zone for 3.5 milk was \$0.87.



# INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
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Chicago and Philadelphia have led the cooperative milk producer organizations of the country in bringing before the National Government definite programs looking toward a definite advance in the price of milk for their respective memberships.

Temporary trade agreements have resulted from these endeavors.

Prices have advanced and hearings to consider the Philadelphia program have been fixed for June 19th at 10:30 A. M. (standard time), to definitely consider the temporary program, are to be held at an early date. In this connection, the National Co-Administrator has made the following statement:—

"In order to help stabilize prices to farmers and consumers at this time the Agricultural Adjustment Administration would appreciate dealers cooperating fully with the terms of the proposals already suggested by the Department for the Philadelphia territory."

Since the brief of the Inter-State Milk Producers' Association has been filed and temporarily acted upon, many other organizations are preparing to bring their problems before the governmental authorities, asking for the privilege of advancing the prices being paid their farmers.

At this date we can see some signs of tangible betterment in the general business situation.

From current reports, it would seem that we have really arrived at the point where we can see "around the corner."

Current reports show that there has been a measure of betterment in the unemployment situation, but we must remember that everybody cannot be put back to work at once.

In some instances wage advances have been noted and with these factors in evidence more confidence toward a turn toward better times is apparent.

Whether this can be considered a full forerunner of better times or whether it will be one of the usual upturns which customarily precede a full measure of prosperity remains to be seen.

Things are moving however and upturns in many commodity prices have already been noted.

These higher prices should increase the buying power of the producer. Just the same as do advanced wages to the laborer.

These two factors must go hand in hand, if we are to climb the ladder of

prosperity—but there is still one thing that we must bear in mind—normal production to meet normal demand. Over-production, surpluses, be they what they may, can easily break down any market. The proper relationship of supply and demand is the all important factor in maintaining the price—one that is fair to the producer and consumer alike.

We have been passing through a period of intense depression. Farmers as well as their city brothers have been confronted by conditions that have been unusual and in our day, almost unprecedented.

The consuming public has, on the whole, had little money to spend, there has been a tremendous volume of unemployment and with this unemployment has come the lack, on the part of the consumer, to buy the farmers products, not withstanding the low range of prices that have prevailed in practically all classes of farm products.

Emergency food supplies have been necessary to feed the unemployed. The agencies caring for these food supplies have had comparatively little money, considering the wide scope of their activities—and they too are trying to buy their food supplies at the lowest possible price.

This does not materially aid the farmer or the manufacturer—often he does not turn a new dollar over for an old one—but much of this work has been done in a spirit of helping the needy.

Many things have lent their force to the furtherance of this unstable situation. During the past month we have had epidemics of unsatisfactory banking conditions. This however, was promptly taken in hand by our National Government. After a reasonable period these conditions were largely adjusted. Probably not to the fullest extent, in as much as many of the banking institutions were largely man made and many had their faults. This situation is now in the process of solution, under the direction of our Federal and State authorities.

At all events our prospects, as we go to press, tend toward a material improvement in that direction.

By and large the general public has taken a philosophical viewpoint of the situation. It has been difficult for many to adjust themselves to the new conditions—but it has had to be done—and no doubt, we shall be the better off for it in the end.

Now many of these same conditions have become just so applicable to the dairy industry as they have been to many others.

We have got to pause—study and consider just where we are at and then prepare for a sound, moderate upturn in business all along the line.

In too many cases selfishness has prompted some of our actions, we have forged ahead—thinking largely of ourselves, rather than considering the whole broad scope of our actions.

Its time to move slowly, today, consider every last angle involved in and confronting the situation, then plan carefully, courageously, soundly and reasonably, one with the other, for a stable forward movement, but, it also must be remembered, that all this cannot be done in a day—but must cover a reasonable period, in which everybody must lend their co-operation and pending such action we must be content to await a time in the future, when these many problems can be satisfactorily worked out.

Uncle Ab says it beats all how quickly the lawn-mower supplants the snow-shovel.

## MILK PRODUCERS REVIEW

### MARKET CONDITIONS

H. D. ALLEBACH

Marketing conditions of dairy products in the Philadelphia Milk Shed have proved materially over those of the past month. The farmers and distributors cooperated in working out a Trade Agreement, which was presented to the States Secretary of Agriculture, at Washington, for his approval. No such agreement can be definitely approved by the Secretary of Agriculture until after a public hearing, the plan presented should be carried out and that everyone should be its provisions.

This program presented increased the basic price to be paid the producer Philadelphia \$25 per hundred over the prevailing price and the receiving station was increased \$30 per hundred. The additional increase to the receiving station was \$0.5 per hundred, because of the proposed reduction in freight rates, which into effect some time around July first. Therefore we are carrying this \$0.5 per hundred reduction in freight rate for the month of June and will continue to carry that basis until such time when prices are changed again.

If you will check on the price list, in this issue of the Milk Producers' Review, read the heading carefully, you will find that all deductions are now made from price and that the price is no longer quoted "net" to the producer. In order to do we had to add both the \$0.3 per hundred which we have been contributing to the Dairy Council in the past, plus the \$0.1 which the dealer has been contributing, we made the net price f.o.b. Philadelphia, previous to this, actually \$0.4 per hundred more than was quoted instead of \$0.3. In other words, I am trying to explain that will appear on the price list as if the farmers are still paying the full \$0.4 per hundred when we actually added the \$0.1 to the old price before we figured the new price. In reality, the dealers are paying \$0.1 per hundred pounds, but it will not show on the price list in that way.

This change was necessary in order to put all producers on the same basis, members and non-members alike, as well as putting all dealers on the same competitive basis.

You will find also, elsewhere in this issue of the Milk Producers' Review, a tentative basic and surplus plan for the next year. It is still questionable however, whether the National Department of Agriculture will allow us to change basics at this time, but we are recommending to them that we be allowed to do this. So we might clarify the atmosphere and thus put everyone, as near as possible, on a more equal competitive basis amount than they have been in the past.

We are glad to report that the Governor of Pennsylvania has signed Senate Bill No. 466, Senate Bill No. 932 and Senate Bill No. 1203. The provisions of these bills have been previously mentioned in the "Review." They are bills we have been recommending the Governor to sign and we are glad to note that he has signed them and believe and hope it will be a benefit to the dairy industry.

#### Butter Market

Day to day variations in the butter market, during the past month, have been largely fractional. Trading, owing to generally uncertain business conditions, has been conservative on the whole, and in but few pronounced instances have sellers been forcing the market.

At times the market has been somewhat upset owing to the generally complicated business situation. From a statistical standpoint the market appears to be satisfactory. Receipts have, according to government reports, been running below the level of a year ago. Undoubtedly the uncertainties regarding governmental plans and policies have been responsible for much of the nervous condition that has been noted in the market. At times there has been some speculative demand, which in most instances resulted in some fractional price advances, but as a rule this demand has been met rather free selling.

Holdings in cold storage warehouses on May 1, 1932 according to reports of the United States Bureau of Agricultural Economics totaled 9,395,000 pounds as compared to 9,253,000 pounds on April 1st, 1933 and the May 1st five year average of 12,300,000 pounds.

The average price of 92 score butter, solid packed, New York City upon which the May Inter-State Milk Producers' Association surplus milk price was computed was .2254 cents per pound as compared to .2012 for the month of April.

### Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of April, 1933:

No. Butterfat Tests Made.....	6195
No. Plants Investigated.....	42
No. Membership Calls.....	53
No. Calls on Members.....	436
No. Qual. Improvement Calls.....	523
No. Herd Samples Tested.....	492
No. New Members Signed.....	13
No. Cows Signed.....	77
No. Transfers Made.....	23
No. Meetings Attended.....	17
No. Attending Meetings.....	3798
No. Brom Thyml Tests.....	539
No. Microscopic Tests.....	853

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of April, 1933:

No. Inspections Made.....	2176
Sediment Tests.....	3470
Meetings.....	100
Attendance.....	3112
Reels Movies.....	3112
No. Miles Traveled.....	3112

During the month 34 dairies were discontinued from selling for failure to comply with the regulations—21 dairies were re-instated before the month was up.

To date 257,293 farm inspections have been made.

## MILK PRODUCERS REVIEW

### LATEST MARKET PRICES

The prices, quoted below are for May, 1933, and represent those to be paid by cooperating dealers for that month. For basic milk 85% of established basic average less 10% of production up to and equal to established basic will be paid for at basic prices. For cream 10% of production up to and equal to established basic will be paid for at the cream price. For milk above established basic, 10% per cent of the established basic will be paid for at the cream price. Surplus milk representing that quantity in excess of the basic and cream amounts will be paid for at the average 92 score butter price, New York City.

**PHILADELPHIA SELLING PLAN**  
**INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES**  
This price list is issued with the understanding that it is not to be produced and that all buyers shall be as a basis of payment to producers, shall in addition thereto make the following contributions: (1) To the Inter-State Milk Producers' Association, 2c per 100 pounds (46 2/3 quarts) of all milk produced from members of said Association. (2) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 2/3 quarts) of all milk produced from other producers at prices listed herein. (3) To the Philadelphia Inter-State Dairy Council, 2c per 100 pounds (46 2/3 quarts) of all milk produced from any producer at prices listed herein. The funds so derived are to be used by the recipients for improving standards of quality in production and distribution of milk in the Philadelphia Milk Shed, for improvements and stabilization of market for an educational campaign advertising the food value of dairy products.

BASIC PRICE			
May, 1933			
F.O.B. Philadelphia			
Grade B Market Milk			
Test	Per 100 Lbs.	Per Qt.	Per 100 Lbs.
3.05	1.80	3.85	1.80
3.15	1.82	3.9	1.82
3.25	1.84	3.95	1.84
3.35	1.86	4.0	1.86
3.45	1.88	4.05	1.88
3.55	1.90	4.1	1.90
3.65	1.92	4.15	1.92
3.75	1.94	4.2	1.94
3.85	1.96	4.25	1.96
3.95	1.98	4.3	1.98
4.05	2.00	4.35	2.00
4.15	2.02	4.4	2.02
4.25	2.04	4.45	2.04
4.35	2.06	4.5	2.06
4.45	2.08	4.55	2.08
4.55	2.10	4.6	2.10
4.65	2.12	4.65	2.12
4.75	2.14	4.7	2.14
4.85	2.16	4.75	2.16
4.95	2.18	4.8	2.18
5.05	2.20	4.85	2.20
5.15	2.22	4.9	2.22
5.25	2.24	4.95	2.24
5.35	2.26	5.0	2.26
5.45	2.28	5.05	2.28
5.55	2.30	5.1	2.30
5.65	2.32	5.15	2.32
5.75	2.34	5.2	2.34
5.85	2.36	5.25	2.36
5.95	2.38	5.3	2.38
6.05	2.40	5.35	2.40
6.15	2.42	5.4	2.42
6.25	2.44	5.45	2.44
6.35	2.46	5.5	2.46
6.45	2.48	5.55	2.48
6.55	2.50	5.6	2.50
6.65	2.52	5.65	2.52
6.75	2.54	5.7	2.54
6.85	2.56	5.75	2.56
6.95	2.58	5.8	2.58

CREAM AND SURPLUS PRICE			
May, 1933			
F.O.B. Philadelphia			
Grade A Cream			
Test	Per 100 Lbs.	Per Qt.	Per 100 Lbs.
3.05	1.80	3.85	1.80
3.15	1.82	3.9	1.82
3.25	1.84	3.95	1.84
3.35	1.86	4.0	1.86
3.45	1.88	4.05	1.88
3.55	1.90	4.1	1.90
3.65	1.92	4.15	1.92
3.75	1.94	4.2	1.94
3.85	1.96	4.25	1.96
3.95	1.98	4.3	1.98
4.05	2.00	4.35	2.00
4.15	2.02	4.4	2.02
4.25	2.04	4.45	2.04
4.35	2.06	4.5	2.06
4.45	2.08	4.55	2.08
4.55	2.10	4.6	2.10
4.65	2.12	4.65	2.12
4.75	2.14	4.7	2.14
4.85	2.16	4.75	2.16
4.95	2.18	4.8	2.18
5.05	2.20	4.85	2.20
5.15	2.22	4.9	2.22
5.25	2.24	4.95	2.24
5.35	2.26	5.0	2.26
5.45	2.28	5.05	2.28
5.55	2.30	5.1	2.30
5.65	2.32	5.15	2.32
5.75	2.34	5.2	2.34
5.85	2.36	5.25	2.36
5.95	2.38	5.3	2.38
6.05	2.40	5.35	2.40
6.15	2.42	5.4	2.42
6.25	2.44	5.45	2.44
6.35	2.46	5.5	2.46
6.45	2.48	5.55	2.48
6.55	2.50	5.6	2.50
6.65	2.52	5.65	2.52
6.75	2.54	5.7	2.54
6.85	2.56	5.75	2.56
6.95	2.58	5.8	2.58

**MONTHLY BASIC PRICE OF GRADE B OR MARKET MILK**  
3.5 per cent butterfat content

RECEIVING STATION			
May, 1933			
F.O.B. Phila. station 51-60 mile			
Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.	Per 100 Lbs.
3.05	1.80	3.85	1.80
3.15	1.82	3.9	1.82
3.25	1.84	3.95	1.84
3.35	1.86	4.0	1.86
3.45	1.88	4.05	1.88
3.55	1.90	4.1	1.90
3.65	1.92	4.15	1.92
3.75	1.94	4.2	1.94
3.85	1.96	4.25	1.96
3.95	1.98	4.3	1.98
4.05	2.00	4.35	2.00
4.15	2.02	4.4	2.02
4.25	2.04	4.45	2.04
4.35	2.06	4.5	2.06
4.45	2.08	4.55	2.08
4.55	2.10	4.6	2.10
4.65	2.12	4.65	2.12
4.75	2.14	4.7	2.14
4.85	2.16	4.75	2.16
4.95	2.18	4.8	2.18
5.05	2.20	4.85	2.20
5.15	2.22	4.9	2.22
5.25	2.24	4.95	2.24
5.35	2.26	5.0	2.26
5.45	2.28	5.05	2.28
5.55	2.30	5.1	2.30
5.65	2.32	5.15	2.32
5.75	2.34	5.2	2.34
5.85	2.36	5.25	2.36
5.95	2.38	5.3	2.38
6.05	2.40	5.35	2.40
6.15	2.42	5.4	2.42
6.25	2.44	5.45	2.44
6.35	2.46	5.5	2.46
6.45	2.48	5.55	2.48
6.55	2.50	5.6	2.50
6.65	2.52	5.65	2.52
6.75	2.54	5.7	2.54
6.85	2.56	5.75	2.56
6.95	2.58	5.8	2.58

### May, 1933, Inter-State Prices at "A" Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding to the base price per 100 lbs. milk at that delivery point, as given in Table below.

Base Prices at "A" Milk Delivery Points			
May, 1933			
NAME OF DELIVERY POINT	Delivery Point Location in Mileage	Minimum Butterfat Test Requirement in Effect at Delivery Per Cent	Base Price of 3.50% Milk per 100 Lbs.
Phila. Terminal Market	F.O.B.	4.00	1.98
47th and Lancaster	F.O.B.	4.00	1.98
3rd and Chestnut	F.O.B.	4.00	1.98
Baldwin Dairies	F.O.B.	4.00	1.98
Brueninger Dairies	F.O.B.	4.00	1.98
Other Terminal Markets	F.O.B.	4.00	1.98
Audubon, N. J.	F.O.B.	4.00	1.98
Camden, N. J.	F.O.B. less 9 cts.	4.00	1.89
Norristown, Pa.	F.O.B. less 25 cts.	4.00	1.73
Wilmington, Del.	F.O.B.	4.00	1.98
Receiving Stations			
Anadima, Pa.	41-50	3.70	1.49
Bedford, Pa.	261-270	1.70	1.24
Bedford, Pa.	31-40	3.70	1.51
Bedford, N. J.	41-50	4.00	1.49
Byers, Pa.	261-270	3.70	1.24
Curryville, Pa.	51-60	3.70	1.42
Goshen, Pa.	201-210	3.70	1.10
Huntingdon, Pa.	41-50	3.70	1.48
Kelton, Pa.	51-60	4.00	1.49
Kimberton, Pa.	41-50	3.70	1.49
Landenberg, Pa.	181-190	3.70	1.12
Mercersburg, Pa.	131-140	3.70	1.17
Nassau, Del.	51-60	3.70	1.48
Oxford, Pa.	51-60	3.70	1.48
Red Hill, Pa.	51-60	4.00	1.48
Ringoes, N. J.	31-40	4.00	1.51
Rushland, Pa.	151-160	4.00	1.35
Snow Hill, Md.	191-200	3.70	1.28
Waynesboro, Pa.	221-230	3.70	1.28
Williamsburg, Pa.	31-40	3.70	1.51
York, Pa.	41-50	3.70	1.49
Zieglerville, Pa.	41-50	3.70	1.28
1st Surplus Price	F.O.B. Phila.	4.00	1.01
Milk for Cream Purposes	F.O.B. Phila.	4.00	1.21
1st Surplus Price	F.O.B. All Rec. Sta.	A	.67
Milk for Cream Purposes	F.O.B. All Rec. Sta.	A	.87



# MILK PRICE ADVANCE

(Continued from page 2)

## EXHIBIT "A"

### Production Prices of "Fluid Milk"

Prices paid to producers shall be determined with reference to the "Rules for Control of Basic Production" (set forth in Exhibit "B" to this agreement) which set up definite quantities of milk known as "Established Basic Quantities."

Class 1 milk shall be 85% of the established basic quantity, less 10 per cent of the production up to and equal to the established basic quantity.

The above determined 10 per cent shall be the amount of his Class 2 milk.

The balance of all milk shall be Class 3 milk.

Starting July 20, 1933, each "contracting distributor" agrees to report monthly to the "Secretary" the previous month's sales as:

- retail and wholesale sales of milk in bottles.
- wholesale sales of milk in bulk.
- retail and wholesale sales of cream in bottles.
- wholesale sales of cream in bulk.

The sales of cream are to be computed as milk by using the number of quarts of:

- 20% cream multiplied by 5
- 30% cream multiplied by 7 1/2
- 40% cream multiplied by 10

The total purchases of all "contracting distributors" during June, 1933, are to be used after August 1st, 1933, as a guide to determine the percentages of established basic quantities which shall constitute Class 1 milk, Class 2 milk and Class 3 milk.

All of (a) and fifty (50) per cent of (b) to determine the percentage of class 1 milk. All of (c) and (d) to determine the percentage of Class 2 milk and the balance as Class 3.

The percentages are to be changed from time to time by conference, subject to the approval of the "Secretary."

Prices to producers are for 4% milk and all three classes are subject to butterfat differentials of two (2) cents for each half-per cent of butterfat content up or down from 4%.

## Class 1 Milk Prices

### Class 1 milk—Philadelphia Terminal

\$2.53 per 100 pounds—4% milk  
Less .06 " " " —Philadelphia Terminal Charge  
\$2.47

### Class 1 milk—Receiving Stations

\$2.53 per 100 pounds—4% milk  
Less .22 " " " —Receiving Station Charge  
\$2.31

Less .29 " " " —Freight charge in 51-60 mile zone from Philadelphia  
\$2.02

Present 46 quart L. C. L.—R.R. freight rates less five (5) cents to be used in other zones.

Secondary distributing markets may have different percentages than the Philadelphia Terminal Market and such secondary markets may have other terminal charges in proportion to the Philadelphia Terminal charge, all subject to conference between the "contracting producers" and the "contracting distributors" and subject to the approval of the "Secretary."

## Class 2 Milk Prices

Class 2 milk at Receiving Stations—Average of New York quotations for 92 score butter plus 5 cents multiplied by 4.

## Class 3 Milk Prices

Class 3 Milk at Receiving Stations—Average of New York quotations for 92 score butter multiplied by 4.

To above prices for Class 2 and Class 3 milk, at Terminal Markets, add 29 cents for transportation.

All milk delivered in any one month shall be paid for not later than the 18th of the following month.

## EXHIBIT "B"

### Rules for Control of Established Basic Quantities for Producers

For the purposes of this agreement, the term established basic quantity as used in respect to any producer, farm, or herd, as the case may be, shall be the quantity of milk recorded as such in the files of the Inter-State Milk Producers' Association; except that in respect to those producers who sell milk within the Philadelphia Milk Shed and who have no such established basic quantity, their established basic quantities shall be allotted upon a basis which will be equitable as compared with the established basic quantities of all other producers delivering in the same locality as such producers; (all such producers shall establish a basic quantity by taking their total production during the months of January, February and March 1933 and dividing the sum, thereof, by three); except that new producers, if marketing conditions permit, will be allowed during the first ninety (90) days in which they produce and market, an established basic quantity equal to seventy per cent (70%) of their average daily production for part of said ninety (90) days as falls within the period from 1st to April 30th inclusive and sixty per cent (60%) of their average daily production for such part of said ninety (90) days as falls within the period from May 1st to June 30th.

1. Producers who are tenants renting farms may retain their respective basic quantities.

2. In case of tenants changing from one farm to another, or farm owners selling and purchasing a farm elsewhere, and who, by this procedure, change buyers of their milk, it is definitely understood that the basic quantity established goes with the cows, if accepted by conference.

3. An established basic quantity may be transferred with an entire herd where sale and transfer is made to one party at one transaction, provided such herd shall be maintained for six (6) months consecutively thereafter on the first farm on which such herd shall be established after such transaction.

4. Established Basic Quantities may be retained by producers only when milk is produced on farms that have supplied the market for "fluid milk" for consumption purposes in the Philadelphia Milk Shed within the past year or from farms that lie within a territory regularly supplying said market.

5. Where a herd is dispersed for any reason without a transfer of its established basic quantity, the herd must be replaced within sixty (60) days if such established

basic quantity is to be retained by the producer.

6. Producers may combine all established basic quantities to which they may be entitled hereunder.

7. Any producer who is off the market for a period of more than sixty (60) days shall upon resuming production, be treated for the purposes hereof as a new producer but cannot make a new basic quantity in excess of old established basic quantity.

8. Producers whose average daily production for any three (3) consecutive months is less than seventy per cent (70%) of their established basic quantity, will thereby established a new basic quantity equal to such average daily production.

9. The present method of establishing basic quantities may be changed by conference between the "contracting producers" and "contracting distributors", subject to approval of the "Secretary."

The contracting producers and contracting distributors at conference have agreed to change the present method of establishing basic quantities, to take effect January 1st, 1934, as follows:—

"Each producer's established basic quantity, plus his July production, plus his November production, the sum of which divided by three will establish his new basic quantity, providing that any producer who thereby increases his established basic quantity more than 15% shall not be allowed more than 15% increase unless his production for the entire year of 1933 has been above the 15% and in no event can his new established basic quantity be greater than the average of his entire production for the year 1933."

## EXHIBIT "C"

### RETAIL PRICES

Bottled Milk			
	Qts.	Pts.	Skim
"B" Milk.....	.10	.06	
"A" Milk.....	.13	.08	
"AA" Milk.....	.18	.10	
Reg. Buttermilk...	.08		.08
Cr. Buttermilk...	.10	.06	

Bottled Cream			
	Qts.	Pts.	1/2 Pts. 1/4 Pts.
Light.....	.20	.13	.09
Medium....	.32	.21	
Heavy.....	.40	.26	
Sour Cream -	.20	.13	

## WHOLESALE PRICES

FOR RESALE AND INSTITUTIONS USE

Bottled Milk			
	Qts.	Pts.	1/2 Pts.
"B" Milk.....	.09	.05 1/2	.03 1/2
"A" Milk.....	.12	.07 1/2	.04
"AA" Milk.....	.17	.09 1/2	.05
Cr. Buttermilk...	.09	.05 1/2	.03 1/2
Reg. Buttermilk...	.07 1/2		

Bottled Cream			
	Qts.	Pts.	1/2 Pts. 1/4 Pts.
Light....	.35	.19	.12 .08
Medium...	.53	.31	.20 -
Heavy....	.65	.38	.24 -
Sour Cream -	.19	.12	-

Bulk "B" Milk*		Bulk "A" Milk	
10-39 Qts.	.08 1/2	10-39 Qts.	.11 1/2
40-199 "	.08	40-199 "	.11
200-599 "	.07 1/2	200 up	.10 1/2
600 and up	.07		

\* Special Note: Customers buying 2000 qts. or over on one daily delivery —.06 1/4.

## Bulk Cream

Full Cans Splits  
20%\* .29 .31

\*20% or Light Cr.

## Washington Area May Get Milk Administration

Six of the leading milk markets in the country have according to a release dated May 26th, 1933, applied to the Federal Adjustment Administration, United States Department of Agriculture, for assistance in meeting milk market problems in the respective areas. These centers are Atlanta, Boston, Chicago, Cincinnati, Los Angeles, and Washington, D. C. A temporary milk administrator already has been appointed for the Chicago area.

Estimates by dairy experts of the Department of Agriculture indicate that a total of about fifteen fluid milk markets must have, the full cooperation of individual member, if any helpful program is to be successful for the whole country.

Dr. Clyde L. King of Philadelphia, nationally known milk price arbitrator, agreed to help the farm adjustment.

Before a milk administrator is named for any region, representatives of producers and distributors of milk in the region hold preliminary conference with administrators of the Agricultural Adjustment Administration.

\*The Inter-State Milk Producers' Association has filed a similar request having been presented to the Secretary of Agriculture on May 29th.

## Milk Market Conditions and Prices in Other Leading Markets

(Continued from page 3)

Pittsburgh, Pa. The "Dairymen's Price Review," official organ of the Dairymen's Cooperative Sales Association, Pittsburgh, quotes the following prices for August:

"Deductions include 1 1/2 cents per hundred to Dairymen's Cooperative Association; Reserve Fund, 1/2 cent per hundred; District Dairy Council Check Testing, f. o. b. Pittsburgh."

"Prices are based on 3.5 milk solids net to the producer. District No. 1, per hundred pounds (country plan cents); District No. 2, \$1.00 to \$1.10 per hundred for all milk sold; District No. 3, \$1.10 to \$1.12 for all milk sold; District No. 4, \$1.12 for all milk sold; District No. 5, 95 cents per hundred for all milk sold; District No. 6, 81 cents per hundred for all milk sold; District No. 7, \$1.10 to \$1.12 for all milk sold; District No. 8, \$1.26 for all milk sold; District No. 9, \$1.16 for all milk sold; District No. 10, the price is \$1.16 for all milk sold; District No. 11, \$1.16 for all milk sold; District No. 12, basic milk \$1.62, 76 cents per cwt.

"The price at Volant and Indiana is \$1.00 per hundred and at Charleston price is \$1.27 for all milk sold."

22%	.33	.35	40-199 qts.
25%	.41	.44	200-599 "
			600 and over

\* Special Note: Customers buying quarts or over of 20% or lighter on one daily delivery .23 per qt.

\*\* Special Note: Customers buying quarts or over of 40% or heavier on one daily delivery—.40.

Sr. Cr. Bulk .29 .31

## Bulk Buttermilk

Cream Buttermilk.....

Reg. Buttermilk.....

## Condensed

Skim.....

Medium.....

Heavy.....

## Gain by Cooperation

There has been a strong disposition on the part of many, to sit by and wait for something to turn up, something that would better the dairy and agriculture generally. There have been a few, however, who have been willing to go ahead, and try to solve some of our problems—but their procedure has been hampered by those who have been prone to stand pat.

Cooperative organizations, like those in other industry have many problems, they too have been hampered by those who stand pat element, and by others who are prone to go it alone."

For the best success we need, in fact we must have, the full cooperation of every individual member, if any helpful program is to be successful for the whole cooperative group. Individual effort, as

## Give Calf Good Start and Keep It Growing

A calf well started is a calf half grown. A calf that is kept growing will develop into a larger and better cow than one that becomes stunted.

At this time of year, many dairymen put their young calves on pasture to look out for themselves. Early grass averages about 90 per cent water. A calf weighing 200 to 400 pounds needs about 6 to 8 pounds of dry matter daily. During the early pasture season, it will be necessary for a calf to eat about 50 to 75 pounds of grass daily to get this amount of dry matter. The limited size of a calf's stomach makes impossible the consumption of this amount of grass so the calf is unable to satisfy its needs for growth unless given some grain.

Pasture grass is a splendid feed for

## Inter-State Directors Hold Bi-Monthly Meeting

The Board of Directors and the officers of the Inter-State Milk Producers' Association, Inc. held its regular bi-monthly meeting at the offices of the Association, in Philadelphia, Pa., on May 11th and 12th.

Those in attendance included H. D. Allebach, president; Frederick Shangle, vice president; I. R. Zollers, secretary; August A. Miller, assistant secretary; Robert F. Brinton, treasurer; F. M. Twining, assistant treasurer and the following directors: S. K. Andrews, Dorchester County, Md.; J. H. Bennet, Lebanon Co., Pa.; I. J. Book, Lancaster County, Pa.; F. Bleiler, Lehigh Co., Pa.; H. W. Cook, New Castle Co., Del.; E. H. Donovan, Kent Co., Del.; E. Nelson James, Cecil Co., Md.; J. W. Keith, Queen Anne Co., Md.; A. R. Marvel, Talbot Co., Md.; Wm. Mendenhall, Chester Co., Pa.; I. V. Otto, Cumberland Co., Pa.; Chester H. Gross, York Co., Pa.; C. F. Preston, Chester Co., Pa.; Albert Sarig, Berks Co., Pa.; John Carvel Sutton, Kent Co., Md.; C. C. Tallman, Burlington Co., Pa.; R. I. Tussey, Blair Co., Pa.; M. L. Stitt, Juanita Co., Pa.; S. U. Troutman, Bedford Co., Pa.; F. M. Twining, Bucks Co., Pa.; F. P. Willis, Delaware Co., Pa.; A. B. Waddington, Salem Co., N. J. and B. H. Welty, Franklin Co., Pa.

The meeting was called to order by the president, H. D. Allebach, at 12:30 P. M. on May 11th.

Mark L. Stitts of Juanita County was formally introduced as the director, succeeding the late Henry I. Lauver of that county who recently died.

Secretary Zollers, read the minutes of the previous meeting held by the Directors as well as the various meetings held by the Executive Committee, since the last meeting of the Board. The minutes were approved as presented.

Informal reports were made by various committees. The committee on unfair milk marketing practices presented a partial report.

Further reports on resolutions, presented at the annual meeting were offered and plans for systemizing the presentation of resolutions and their presentations to the next annual meeting were discussed. It was also recommended that the Resolution Committee to serve at the annual meeting be appointed and that by so doing resolutions could be presented to them for attention prior to the date of the annual meeting.

President Allebach thereupon appointed the following committee, to serve as the Resolutions Committee at the coming annual meeting of the association: Furman Gyger, chairman, Chester County, Pa.; Howard Fravel, Mercer Co., N. J.; E. David Walraven, Queen Annes Co., Md.; and one member representing the state of Delaware yet to be chosen.

F. M. Twining, director of Field and Test Department, referred to various problems having to do with the work of his department in check testing for butterfat content and the various problems that had to do with the proper methods of taking samples for butterfat tests. He referred to a number of studies that had been made of different styles of weigh vats and problems that were under consideration in order that they might be so constructed that a proper mixing of the milk samples, for testing purposes, be made. References to the quality control work program, now being conducted by the Field and Test Department were referred. This field of work has been quite satisfactory in the field in which it has so far been operating.

Dr. Lechner of the Quality Control Department of the Dairy Council reported briefly on some of the field work that this department had done.

The general committee on emergency moratoriums, met with the governors of the respective states in the Philadelphia Milk shed, having to do with the moratorium respecting additional regulation methods of milk production beyond that needed for the safe production of fluid milk.

## Legislative Problems

With the Legislature of the various states in the Philadelphia Milk Shed in sessions, committees of directors in the several states were appointed to give proper consideration of good bills and to use their influence in having unsatisfactory bills defeated. Numerous bills have been before the several legislative bodies and consideration of these bills has been of importance in the welfare of our marketing programs.

Legislative work, it was felt was one in which the association must take an active part if legislation beneficial to the industry on the whole, was to be enacted.

## Annual Meeting, November 21-22, 1933

Following a general discussion of the subject of the date of the next annual meeting of the association, it was finally decided that it be held on Tuesday and Wednesday, November 21st and 22nd and that it be held in the city of Philadelphia and that the president be empowered to appoint the necessary committees to take charge of the respective plans and programs.

The committees were empowered to make recommendations for the future action of the Board.

The committee formally reported that it felt that Federal Legislation would have an important bearing on our marketing program, but the submitted however the following recommendations:

1—That the reporting basis should be accurate, including entire sales and purchases.

2—That all milk hauled from producers to dealer's plants should be under the jurisdiction of the Inter-State Milk Producers' Association and

3—We recommend that the classification of milk in our Inter-State Milk Producers' Association selling plan be Basic, Cream and Manufacturing, eliminating the misleading word "surplus."

The following questions were also considered but are referred to, at this time, in a tentative manner only.

1—Can our territory be limited to the advantage of our members? and

2—Should we merchandize our own product, own our own plants in the country and completely central production until it reaches the dealer in the city?

These problems are to be given further consideration and the committees report was received as a preliminary one—with further studies to be made by the committee and further reports made.

## Second Days Session

The session opened with a general report of market conditions, and relationship within and without the territory.

The matter of price, basic and surplus supplies and the situation regarding the consumer demand were presented at length. Various phases of legislative work were presented as were other programs having to do with the productive and consumptive rate of fluid milk.

Reports of individual directors as to prevailing conditions in their respective territories. The membership on the whole was asking for a better price for their

(Continued on page 10)

# The Milk Market

Is in the hand of the dairyman.

He can make it or break it.

Do not be led astray by would be agitators.

Do not be led astray by idle gossip.

Pin your faith on those, who for years, have given you one of the best markets in the country.

A cut price market pulls every one down to the lowest level.

A strong cooperative, functioning one hundred percent, sanely administered, will pull you out of the existing depression—

## BUT REMEMBER—

## It Takes 100 Per Cent. Cooperation To Do The Trick

Any particular member or any particular group of members, is concerned, daily falls by the wayside.

Individual gains may result, but for the most part they are but temporary. Cooperative efforts however endure for the benefit of all.

A program that may not seem to be the best for every individual but eventually, step by step, its benefits may mean much for the success of the industry on the whole.

Its everlasting teamwork that wins in the end.

## To Our Readers

Of course you read the Milk Producers' Review—may be not every one of you—but nevertheless you should. In addition to quoting official Inter-State milk prices, it keeps you informed on what is being done in dairymen, in agriculture generally and, if you just gave it a few minutes of your spare time, we feel that you will be interested.

And another thing—you know we carry a quite complete line of advertising—dairy advertising, so to speak. Maybe these advertisers can solve some of your farm problems. Its worth the try. Write them, telling them that you saw their "ad" in the Milk Producers' Review—and then about your inquiry to them.

It cleans out the digestive tract and acts as a sort of tonic in toning up the system. At the same time its limitations should be recognized and allowances made for these limitations.

A chop which contains two or more home-grown grains, such as corn, oats, barley, wheat, and buckwheat, should constitute the main supplementary feeds for calves on pasture. This is especially true on early pasture when the grass contains so much water and on late pasture the latter part of July and August when the pasture is dry and the flies are troublesome.

Many calves on pasture grow well up to the middle of the summer and then become thin the latter part of summer. They then go into the barn in the fall in a poorer condition than during midsummer. It takes time and money to overcome this setback. It can be avoided by giving just enough grain daily to keep the calves in fair flesh and growing normally. If the pastures become real dry and short, a little bran and oil meal may be added to the home grains. Calves will then go into winter in fair flesh and normal growth with no setback to overcome later.

Uncle Ab says the depression should prove one of two things: the importance of money, or its unimportance.





# HOME and HEALTH

ELIZABETH McG. GRAHAM, Editor



"We are all blind unless we see  
That in the human plan  
Nothing is worth the making.  
If it does not make the man.  
Why build these cities gloriously,  
When man unbuilds good?  
In vain we build the world,  
Unless the builder grows."  
—EDWIN MARKHAM.

## Milk the Best Food for the Farm Family, Says Delaware Nutritionist

"If every man, woman and child in Sussex County, Delaware were today consuming the full amount of milk which is urged for good health by nutrition authorities, the county would have little milk left over above its own needs", was pointed out by Miss Pearl MacDonald, Nutritionist for the State of Delaware, at a two-day Dairy School, held recently at Rehoboth, Delaware.

According to the county's population 23,184,070 pounds a year would be needed to supply the adults and children with their quota of milk. The county produces approximately 24,582,416 pounds of which only 11,847,192 pounds remain in the county for home consumption.

These figures were used by Miss MacDonald to illustrate how far short the average rural farm family falls in meeting its nutritional needs.

"Milk stands at the head of the list in furnishing the materials which supply us with health", said Miss MacDonald who urged that the farm family understand not only the production and distribution side, but also the importance of adequate consumption of milk.

A quart of milk a day for each child, and a pint for each adult is the amount advocated. Some of this amount can be used for drinking, and the rest may be put into cooked dishes.

## "Favorite Recipes From Our Readers"

### AN INEXPENSIVE OVEN DINNER

Salmon Loaf  
Baked Potatoes Escalloped Tomatoes  
Baked Custard

Salmon Loaf  
1 can pink salmon 1/2 tsp. salt  
2 eggs beaten separately Pepper  
1/2 cup buttered crumbs

Remove bones from salmon and flake. Season and add beaten egg yolks. Fold in stiffly beaten whites. Place in greased baking dish and cover with buttered crumbs. Bake in a moderate oven until nicely browned.

Baked Custard  
1 pt. milk 1/4 tsp. vanilla  
2 eggs 1/4 tsp. salt  
1/2 cup brown sugar Nutmeg  
(For one large custard use 6 eggs)

Scald milk in double boiler. Beat eggs slightly, add salt, sugar, and vanilla. Add the hot milk to egg mixture gradually, stirring constantly. Pour mixture into buttered custard cups. Sprinkle tops with nutmeg. Set in a pan of hot water and bake in a slow oven. When the blade of a knife comes out clean, the custard is baked.

Mrs. F. R. EALY,  
Broomall, Penna.

## "More Purchasing Power For Farms"

H. A. WALLACE, U. S. Secretary of Agriculture  
(Extracts from EXTENSION SERVICE REVIEW)

What has been done in technical advancement must be duplicated and more than duplicated, in social progress. The emergency agricultural adjustment program for increasing farm purchasing power is an attack on economic maladjustment and social injustice. It will succeed, I am convinced, if the rank and file of the people of the United States—producers, processors, and consumers alike—are genuinely eager to distribute the fruits of science in a just way.

The program constitutes a major social experiment. It is designed to replace the habitual disorganization of a major



Secretary H. A. WALLACE

American industry, with an established and organized control, in the interest of the farmer and in the interest of everybody.

Any government that increases the efficiency of any class of people without facing the undesirable results that flow from that efficiency is criminally negligent. Will we be as efficient in our social experimenting as we have been in our scientific experimenting?

With marked success, we have attacked farm losses and wastes that were caused by pests, disease, weather and inefficient producing practices. We must now assail the losses and waste that arise from unbalanced production and consumption to disrupt the orderly distribution of the necessities of life.

It must be made clear to farmers and urbanites alike, whose humane instincts revolt at the idea of reducing production at this time, that unbalanced production is waste and that it does not relieve want—that the farmer who produces a surplus of foodstuffs that cannot be delivered to a consumer is not keeping the consumer from going hungry. As our economic system works at present, the greater the surplus of wheat in Kansas the longer the breadline in New York. Our surpluses of food crops seem to have had as disastrous an effect upon national well-being as crop shortages used to have on the isolated communities of a simpler age.

### Increase Purchasing Power

The philosophy of the emergency adjustment program is that the broad centralizing power of the Government is delegated to the President, and through him to the Secretary of Agriculture, to enable producers and processors to work together to bring order out of the present chaos, and to make adjustments in production and prices that are fair to the producer, harm no legitimate interest of the processor, and maintain the just interests of the consumer.

The basic purpose of the plan is first to increase the purchasing power of farm people. It is farm relief, but by the same token it is national relief as well. Millions of the unemployed in the cities lost their jobs because farm people lost their power to buy. Restoring farm purchasing power will set men to work in the cities, making the things that farmers need and will buy if they can. Extension workers and all others who have a part in the measure are serving not only the farm people, but all the people. Business and manufacturing activity are waiting on the restoration of farm purchasing power.

The method to be used in increasing the farmers' purchasing power is to restore the balance between production and consumption as rapidly as possible, by helping the farmer to plan his production to fit the effective demand of today's market and tomorrow's, not yesterday's. This means, plainly, that the farmer will have to curtail his acreage and control his production. He cannot do that unless he is compensated for it, for there are taxes and interest charges to be paid on the land that is left idle. To provide such compensation in the form of price adjustments the plan proposes a carefully regulated tax on the processed farm of each farm commodity of which the production is to be reduced.

### Pre-War Parity

The goal of the plan, in terms of price, is pre-war parity between the things the farmer sells and the things he buys. "Pre-war parity" means that the price of agricultural products should be high enough so that any given unit of an agricultural commodity would be exchangeable for the same quantity of non-agricultural commodities that it could have been exchanged for during the years 1909-14. In that period the purchasing values of agricultural products and of nonagricultural products were more nearly equal than they have ever been before, or ever have been since, whereas at present the farm products that would have brought \$1 in the pre-war period will bring only about 50 cents, and the non-agricultural products that sold for \$1 in the pre-war period sell for more than \$1.

### Support of Farm People Necessary

It goes without saying that unless the farm people themselves join and support this adjustment program, it must fail.

It has been said, and with perfect truth, that the adjustment plan is an untrod path. So, at one time, was the path that agriculture has followed in its march from level to higher level of efficiency.

A WORD—How often the farmer has often proved to be just for the fawn. The tobacco of discount prices on which not only milk but all other agricultural and industrial prices have ridden for three years has been pulled to a standstill. Even more encouraging, we have a little of the ground lost.

In the far-reaching effects possible under the new Agricultural Adjustment Act (see page 12), it seems not mere optimism to feel that a new day may be actually dawning for farmers and their co-operatives.

"If social experiment", Secretary Wallace has described it in speaking of this national step. To "inter-state members, however, its major point is to bear a friendly resemblance to the 'surplus plan' of marketing (see page 11), which has been successfully tried through many years. But when the guiding motive is one to meet the good of all rather than the profit of only a few, then the country may welcome it with something of the spirit of their pioneering forefathers who weren't to be afraid of something new because they hadn't done it before. The watchword of the day is not 'problems' but 'problems and programs'."

"The important thing in the Olympic games is not winning but taking part; the essential thing is not conquering but fighting well."  
DE COURTESY



## Your Garden In June

### FIGHTING GARDEN ENEMIES

Small Insects on Leaves or Buds—Use either a nicotine or a pyrethrum extract spray: 1/4 tsp. to 1 gal. of water or follow directions of the manufacturer. Add 1 oz. of soap.

Eating Foliage or Buds—Use application of arsenate of lead: 9/12 tsp. to 1 gal. of water. May be dusted on, using part powdered arsenate of lead to 10 parts hydrated lime.

Bag-like Cocoons—Handpicking is most effective, but application of arsenate of lead as above described should wipe out those that hatch.

Cut off near Soil—When plants are cut off at or near ground you have to worms. Poison with poison bran. 1/2 tsp. paris green with 1 qt. bran. In separate container mix 1/4 c. molasses with brown sugar with 1 1/2 c. water. Mix with bran. Scatter around plants in evening.

Scales or Twigs—If branches of plants or ash are covered with small insectious shape of oystershells, you have oyster-shell scale. Spray in winter while buds are dormant with 1 c. miscible oil to 15c other oil. Do not use on evergreens.

Stunted Plants, Yellow Leaves—Scrape soil away from base of plant to 6 inches. Pour in 1 c. nicotine sulphate mixed at rate of 1 tsp. to 1 gal. water.

Tops Break or Wilt Above Certain Point—Possibly stalk borers. If found in early stages may be speared by passing fine wire through stalk. No prevention other than clearing up and burning stalks each fall and spring.

Ants—Pour 1 tbsp. carbon bisulphide or a sprinkle of calcium cyanide into hole punched in center of ant hole. Plug hole with soil.

## Roadside Marketing On the Farm

Hannah McK. Lyons, M. D.



No one problem of farm life has bothered the woman of the farm more perhaps than marketing. Delicious apples and no sale; string beans string from the garden, and again no sale. When

all the bunches of asparagus the same size and tied in the same way, closely grading the berries and vegetables in size and quality, and making sure that the outside of the package is a sure indication of the inside. Thus may she build up a high class trade because her products have an unvarying quality.

"In selling products direct from the garden, many country people feel that the average city woman should be willing to pay a higher price because of the superior freshness of the vegetables, but she is not. There are a few discerning city women who will pay more for fresh products, but they are decidedly in the minority. The average woman is so used to vegetables and fruits handled by all the middlemen that she does not find their staleness objectionable, provided, of course that they are not much wilted or decayed. She has lost that fineness of perception of flavor which the country person has.

"One farm woman told me of her experience with a city friend. The country family had been delighting in a new variety of sweet corn with a delicious flavor, but so fleeting that the children vied with each other in seeing how quickly they could get it from the garden to the dining table. If it was kept over night its flavor was quite gone. The country woman, going on a visit to the city, brought a basketful of the fragrant ears at the last moment to give her city friend a taste of how delicious corn could be, and urged her to put it in the pot at once; but the city hostess had other plans for dinner, and three days elapsed before the corn appeared on the table, but the city family exclaimed at its delightful freshness.

"Another very important fact is that the city woman does not buy in quantity except a few staple supplies. Each day is a new beginning with her and her food supply—the telephone, the corner grocer or maybe a trip to the market.

Because of these differences in viewpoint, the woman on the farm who undertakes to sell the farm products will do well to talk frequently with her customers and try to give them exactly the form they want even though a few more cents must be charged for extra work involved."

But it is getting money for your extra food products that I would help you with. It can be done. I know today a successful roadside market that started with a pile of pumpkins dumped beside the barn. I know of a lovely big farm home where all the chickens raised not only on that farm but by the neighbors as well are marketed at home by serving "country dinners" to groups who want a special feature for an extra meeting.

Another farm woman who has a city market near, markets her own chickens as well as all the neighbors can spare because she was willing to dress and cut up the fowls for the ready buyers to use. Her sales increased from twelve and sixteen chickens a week to sixty and seventy. Do not try a plan just because someone else did it. Thought and planning are needed. But each of us have in our community a need that we can supply. Think out that need for yourself. Planning, persistence and experience will bring success.

"Do you covet distinction? You will never get it by serving yourself. Do you covet honor? You will get it only as a servant of mankind."  
—WOODROW WILSON.

(Notes—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded by the Home and Health Department to the stores where they may be purchased.)

## Honey; Our Home Grown Sugar

Miss J. Kathryn Francis,  
Home Demonstration Agent,  
Mercer Co., N. J.

The life of the bee is a most interesting study. We all know that the bee is our honey producer, but we have no inkling of the process which leads to the perfect government and management of the bee community.

The worker bees bring to the hive nectar, pollen and propolis. The pollen is collected on the hairs on their body and placed in the so-called baskets on their legs. It is carried in this manner back to the hive and placed near the brood cells as it is an important food for the young and developing bees. Small amounts of this finds its way into the honey cells. Bee glue is obtained from gum found on trees and shrubs. It is carried the same as pollen and is used to make the hive waterproof and to strengthen the edges of the comb.

The nectar which makes the honey is sucked by the bee with its long tongue out of the flower. It is swallowed into the honey sac and there it undergoes some changes of which very little is known. This is the beginning of the process that is known as "ripening." It is finished after the bee has placed the honey in the cells of the comb and capped it with wax. It takes 50 bees a life time to make one tablespoon of honey or 1000 bees a day. The bee has special glands on its abdomen in which the wax is made and from which it is secreted. Several pounds of honey are needed in producing a pound of wax.



Drizzled Honey Served with Waffles and Milk

and a very high temperature must be kept up in the hive by the bees while it is being made.

Now let us consider honey as a food. It is a syrup made up of four parts of sugar to one part of water.

It contributes small amounts of phosphoric acid, nitrates, sulphates and carbonates, combined with salts of lime and iron to the variable ash. In this respect it resembles maple syrup and unrefined sugar. It would be a wise plan to make a habit of sweetening things for children with honey. They need all the lime it is possible to give them in their diets for the development of their teeth and bones.

Honey offers a pleasing, attractive variation in its many uses in our meals.

The day can be started out by serving fruit with drizzled honey. Drizzled honey is made by placing the container with honey in warm water (not hot) and pouring it over the fruit. It becomes thin enough that it drizzles in a thread. This same method can be used on cereal. Not only fruits and cereals are made tasty, but desserts are made attractive.

Nothing need be said about serving honey with waffles or pancakes but try either sometime with honey batter. The directions for drizzled honey and honey butter appear in the New Jersey Extension Service bulletin, "Honey—Its Use in Cookery", which you may secure by writing to the office at New Brunswick, New Jersey.

(Continued on column 4)



A NEAT YARD HELPS TO MAKE A FARM ATTRACTIVE  
(Home of Mr. and Mrs. Ira J. Book, Strasburg, Lancaster Co., Pa.)

(Continued from column 3)

Since honey is a food of ancient days, the United States Department of Agriculture in Washington studied many old cook books in their preparation of a bulletin on "Honey and Its Use In the Home." This is Farmers' Bulletin No. 653, free upon request. It gives some interesting information and recipes on the use of honey.

Honey can be substituted for sugar and molasses. When using it instead of sugar it is used in the same proportion but the liquid in the recipe should be reduced from one fifth to one fourth. In other words, reduce one-fourth cup of milk or water for which the recipe calls. Substituting honey for sugar will give you a cake or muffin with a different flavor. The honey will keep the cake more moist. Why this is so is not actually known. The older the cake grows the more moist it becomes but it does not increase in weight. A cake made with honey will keep its quality until the butter becomes rancid. Without butter the cake will improve in flavor and last for months.

When baking powder is used in a recipe it should be in addition to soda. Due to the slightly acid nature of honey 1/4 teaspoon of soda should be used for each cup. It is the same rule that is used when one neutralizes sour milk or molasses and then adds baking powder to raise the dough. Due to the varying acidity of different types of honey many recipes call for a test cake to be made. If it fails it shows a need for more flour. If it does not rise sufficiently more soda and honey, or more baking powder will be added.

## Food Demonstration or Program at Meeting of Ringoes Local

"Marketing to Meet the Present Emergency" was the subject of nutrition a talk and food demonstration given by Miss Ann Mellinger of the Philadelphia Dairy Council at a meeting of the Ringoes "Inter-State" Local held at the Grange Hall in Ringoes, New Jersey on May 26th.

This portion of the program, planned for the interest of the good number of attending women, was in addition to two talks on dairying subjects: "Control of Bacteria" by Dr. D. G. Harrison, State Veterinarian, and "Our Milk Market Situation", by Frederick Shangle, Vice-President, Inter-State Milk Producers' Association.

Following the program, light refreshments of two types of iced milk drinks for summer weather were served.



## A Novel Dairy Sales Program



The Dairy Deli, interior view

A novel method of sales promotion by distribution of fluid milk and dairy products has been developed and is in successful operation by the Johnstown Sanitary Dairies, Johnstown, Penna., one of the leading milk distributors in that section.

The Johnstown Sanitary Dairies has established two retail sales stores in the city of Johnstown, where milk, ice cream, butter and other dairy products are sold direct to the consuming public. They have also introduced the sale of light lunches, sandwiches, etc., which are served the consumer.



Exterior View

These new sanitary sales establishments are models of cleanliness and neatness. From the engravings herewith, one can readily see the methods of display, which are most attractive to the prospective customers.

The "Dairy Dells", under which name the enterprise is conducted, have been doing a most satisfactory volume of business and might be considered an admirable method of advertising and distributing a good share of the various dairy products produced and offered for sale.

### New Disinfectant

A search by the United States Department of Agriculture for new and better disinfectants against livestock diseases has disclosed that sodium orthophenylphenate is highly effective in destroying tubercle bacilli on premises where tuberculosis is being eradicated. The new disinfectant is especially suitable for use around dairy and farm buildings since, unlike many other germicides, it has only a slight odor. It is readily soluble in water and is not severely poisonous to livestock.

The Bureau of Animal Industry points out that certain highly poisonous substances, such as hydrocyanic acid gas, though very effective against insects, have practically no effect on disease germs. In using the new disinfectant it is necessary that the solution be applied at a temperature of 60 F. or more, explains Dr. M. Dorset, of the Biochemical Division, under whose direction the effectiveness of this chemical was established.

### Several Names Suggested for Appointment as National Milk Administrator

The new farm relief act, recently passed by the National Congress empowers the appointment of a National Administrator, having jurisdiction over the dairy industry.

Among the names suggested have been those of Harry Hartke, Covington, Kentucky, president of the National Cooperative Milk Producers' Federation; Dr. Clyde L. King of Chester County, Penna. and Henry C. Darger, general manager of the Blue Valley Creamery Co.

The sponsors of the appointment of Harry Hartke have withdrawn their request and are, it is now believed, endorsing the name of Dr. Clyde L. King.

### Less Hog Cholera

Losses from hog cholera have declined in recent years owing to the wide use of the preventive serum-and-virus treatment, reports the United States Department of Agriculture. Formerly the death rate from this malady was as high as 130 hogs in each 1,000, but the number declined until it reached 25 in each 1,000 in 1931, though rising slightly to 28 per 1,000 in 1932.

Swine growers are warned, however, that it is not safe to assume that danger of hog cholera is past. The use of the preventive treatment is the only safe procedure in areas where the disease is known to exist. Herds that are not treated should be watched closely so that a veterinarian may be called when any symptom of disease appears.

Farm realty values on March 1st, 1933, according to reports issued by the Bureau of Agricultural Economics, Washington, D. C., were, 27 per cent below the average values for the pre-war period, 1912 to 1914. The reports also show a sharp drop within the last year.

On March 1st, 1932, it listed values as 11 per cent below the pre-war period and on the same date in 1931 as 6 per cent over the 1912-1914 period.

The declines during the past year have been widespread and generally uniform over the country.

From 1929 to 1932 gross farm income decreased about one half, while real estate values during the same time shrank about one-third.

Materials enough to spray an acre of potatoes nine times says "Agricraphs" will cost about \$4.50. The spray should increase the yield from 20 to 100 bushels.

### Oscar Johnston of Mississippi Is Farm Act Finance Head

Oscar Johnston, Mississippi farmer, banker and attorney, has been appointed finance administrator of the Agricultural Adjustment Administration, it was announced recently by Secretary Wallace and George N. Peek, administrator.

Mr. Johnston is one of the world's largest individual producers of staple cotton and through his banking connections is widely known in financial circles of the East, South and Middle West.

His duties as finance administrator of the Agricultural Adjustment Administration will include the shaping of financial policies under the new farm act.

An experienced farmer and banker, Mr. Johnston is widely known throughout the South where, as President of the Delta and Pine Land Company, he heads an organization which is engaged in the production of approximately 50,000 acres of cotton. This company plants some 23,000 acres to cotton each year at Scott, Bolivar County, Mississippi. Mr. Johnston is also director of the Staple Co-operative Association, a Mississippi Delta cooperative which markets approximately 14,000 bales of cotton annually.

### Inter-State Directors Hold Bi-Monthly Meeting

(Continued from page 7)

fluid milk product. Forage crops are pretty well fed up and in some sections pasture was not yet available. In some areas grass and garlic flavors were still prevalent in the milk supply—such off flavored milk being generally rejected. Evidences of cut-throat competition have forced prices down in some areas, which have materially affected conditions in those areas.

Water supplies have been generally normal, spring rains have interfered with crop cultivations in some instances and there are possibilities that grain crops will be late in maturing. Pasture as a rule looks good, but pastureage has not yet become general. Considerable milk has been turned back in some sections owing to continued grassy or garlicky flavors. Very little corn had been planted in most sections. Generally speaking, there was a fair outlook for the various crops, if favorable conditions continued.

### Grow Record Crop Of Seed Potatoes

For the first time since certification work was started in 1921, Pennsylvania potato growers produced over 100,000 bushels of certified seed this year, K. W. Lauer, pathologist of the bureau of plant industry, Pennsylvania Department of Agriculture, reports. A total of 369 acres of potatoes were certified for fifty-six growers in seventeen counties. The total production was 103,247 bushels. This was an average yield of 279.8 bushels per acre, despite the hot, dry summer which was extremely unfavorable for the potato crop.

Production of certified seed in Pennsylvania during the past five years has shown a steady increase and tremendous improvement has been made in the quality of the seed, Mr. Lauer states. An indication of this improvement is illustrated by a comparison of the disease tolerance permitted in certified seed fields during the early years of this service and today. In 1922 at the first inspection, a total of eight per cent of virus diseases and 14 per cent of other diseases were permitted, compared with a tolerance of five per cent for all diseases in 1932.

### Financial Conditions The Country Over

We appear to be gradually coming out of the uncertainties which have involved business, and for some time the banking situation throughout the country.

The farmer as well as the city man has been sorely tried by the situation and has handicapped business in general.

Indications, at the time however, toward better things, not that we expect prosperity to be restored overnight, but we do learn of little betterments, here and there, that hold promise for better times.

The unemployment situation while no means fully relieved, is probably so acute. Here and there we hear of greater numbers of employees being put to work—here and there we hear of advances of longer hours of employment, greater purchasing power, so to speak, but we must all realize that it will take considerable time for business in general to attain normal conditions.

Action by governmental agencies will have a great deal to do with the expected improvement. Plans are under way toward making our forward movement along sane lines. Plans are being formulated to have production go forward only in such a fashion as to meet the current demand. Plans are being considered to do away with unnecessary surpluses. In some instances productive rates have been established.

In fact the forward movement, as laid down, is one that will lead us away from producing or manufacturing abnormal supplies—such supplies as customarily break down the price structure—be the product what it may.

The public on the whole, feels that it is on safer ground—the manufacturer and the producer see the greater need for co-operation and on the whole is more willing to confer and adjust their business differences. It realizes that in our present governmental set up—that it has this to do—or under that same set up, it might be forced to do.

Leaders of industry generally are much closer together in the preparation and planning of their programs.

It therefore behooves the farmer and the dairymen, to consider and plan for their future interests, for the welfare of themselves and for the communities which become the purchasers of their products.

We are moving forward, slowly of necessity, but we can now at least be ahead and we should all lend our effort toward the furtherance of those things which will bring to us a fairer share of our earning power on the whole.

### Farm Exports Decrease

Continued reduced exports of farm products in April carried the index of exports down to 59 for forty-four leading farm products, reports the Bureau of Agricultural Economics. Exports of wheat and flour were only 1,754,000 bushels. Exports of wheat and flour during ten months ended April 30 were 37,982,000 bushels compared with 118,880,000 during the corresponding period of the preceding year.

Only the exports of fruit and tobacco were above pre-war in the bureau's index; fruit at 154, and tobacco at 118. All other farm products were below pre-war in export volume. The index numbers were: grains and grain products 22; animal products 56; dairy products and eggs 84; cotton 65; wheat and flour 20; hams and bacon 31; lard 98.

Uncle Ab says that the man with only one suit of clothes does not have to worry about moths, anyhow.

### Equalizing Production To Meet Consumer Demand\*

Frederick Shangle

Equalizing production to meet consumer demand has been one of the outstanding accomplishments of the Inter-State Milk Producers' Association.

The Association was organized in 1917. It now represents over 21,000 active dairymen in Southeastern Pennsylvania, Southern New Jersey, the entire state of Delaware, the Eastern Shore of Maryland and a small section of West Virginia. This combined area represents what is known as the Philadelphia Milk Shed.

Previous to the year 1920 many dairymen situated within this area were producing five or six times as much milk during summer months as they were during winter months. To correct this situation an allotment plan known as the Inter-State Selling Plan was adopted by the Association.

The average monthly production of milk during October, November and December of each year being then used to establish what is known as the basic quantity representing the approximate amount of milk needed for fluid consumption in this specified area.

The quantity thus established by each individual dairymen is paid for at a higher price than the amount of milk produced in excess thereof.

It can readily be seen therefore that producers of a uniform quantity of milk were being paid a premium for their effort by equalizing monthly production throughout the year.

The value of such an allotment plan throughout the entire Philadelphia Milk Shed is substantiated by the fact that within five years the production of about 35% of milk in excess of the basic quantity has been reduced on the average to approximately 10%.

Having accomplished this result it was necessary to modify our plan in order to continue to maintain this uniform production of milk. This was done first, by modifying the plan so as to use the average production during the basic months of two years and second by using the average of the basic quantities used during three years.

When the industrial situation caused a decrease in consumption, the production problem was met by each individual producer using first 95% of the established basic quantity, later this was reduced to 90% and then to 85% meeting the continued decline in consumption of fluid milk.

By equalizing production to meet consumer demand through the application of the plan as briefly outlined, the result has been very satisfactory on the whole.

The Philadelphia Market however, has recently been somewhat disturbed by producers within the milk shed who do not seem to realize the value of keeping production in line with the consumers requirements and have continued excessive production to the detriment of the producer of a uniform quantity of milk.

Our experience has proven conclusively that it is impossible to maintain a satisfactory price to the producer and at the same time an unlimited opportunity to produce.

An allotment plan such as I have outlined has proven its value.

We are urging the dairymen in the Philadelphia Milk Shed to carefully plan their productive operation on an economic basis and to maintain a uniform supply of high quality milk produced under sanitary conditions.

The Inter-State Milk Producers' Association through its affiliated organization, The Philadelphia Inter-State Dairy Coun-

### Wisconsin Dairy Problems Presented To Wallace

As an aftermath of the recent dairy strike in Wisconsin, a delegation of officials from there called upon Secretary Henry A. Wallace in an effort to expedite dairy farm assistance through the powers of the Agricultural Adjustment Act.

Secretary Wallace told the Wisconsin delegation that the dairy problems of producers and consumers have demanded particular attention from the outset in administration of the Act, and that the advice of farmers and other related branches of the dairy industry is sought.

The Wisconsin delegation visiting the Secretary and Administrator George N. Peek and Coadministrator Charles J. Brand, included Leo T. Crowley, chairman of the advisory council for Governor Albert G. Schmedeman, Brigadier General Ralph M. Immel, Adjutant General of Wisconsin, and Dean Chris L. Christensen, Wisconsin College of Agriculture. The assurances of Secretary Wallace regarding the administration's interest in the dairy industry were endorsed by Mr. Peek and Mr. Brand.

Dean Christensen was assured that he and the committee of farmers to be appointed by the Governor will be given an opportunity to present their plans and suggestions to the Agricultural Adjustment Administration handling dairy products.

The Agricultural Adjustment Administration and its associates in the dairy industry under the new law are authorized to exert influence in the following directions: To stabilize farm prices and enhance the milk producer's buying power; to protect the integrity of the industry in its commodity, as well as regional and marketing area aspects, and to help standardize trade practices to prevent unfair competition and exorbitant profits, and to protect the public interest by providing an uninterrupted and adequate supply of pure milk and other dairy products without unduly increasing the price of those commodities to consumers.

Steps are being taken immediately by the Department of Agriculture at Washington to formulate a program and establish a working staff to serve the best interests of the dairy producers under the Farm Adjustment Act. Public conferences will be called immediately after the appointment of the Dairy Administrator.

## Quality Milk

The big factor for the maintenance of your market, both as to the volume of consumption and as to price....

Healthy Cows  
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ARE LEADING FACTORS

cil, is spreading the knowledge to the consumer of the food value of milk and its products in promoting the growth of the children and the health and welfare of the nation.

\*Broadcast over W.L.I.T. Philadelphia, May 15, 1933.

## How One Woman Worked Out Her Own Farm Relief

By MARTHA CRANE

Not long ago a certain farm woman I know took stock of herself. She was working all day and part of the night, yet never seemed to get her work done. In this respect, however, she was no different from thousands of other farm women—but she was different in the way she solved her work problem!

She did it by budgeting her time! By actually applying the suggestions she had read in her farm journals, she not only saved a great deal of her time, but also much hard work, too.

This was particularly true of one tiresome job which she was especially pleased to tell me about. Like most farm wives, she had been wasting considerable time and energy in boiling water and scalding milking utensils. But in spite of all this work, the bacteria count was often too high, or the milk off-flavor or sour. In fact, she found most of this time spent in scalding milking utensils was absolutely wasted.

It was her County Agent who told her what was the trouble. He said it was impossible to kill germs with a hot water rinse; that to kill germs with hot water the utensils must be completely immersed for over 2 minutes in hot water, heated to 170 degrees Fahrenheit.

Then he told her of the modern way to sterilize milking utensils... a way that is sure and that saves time and labor: Just mix two tablespoonsful of B-K in a gallon of cold water, then before each milking pour this solution from one utensil to another. This kills all germs instantly on contact and also eliminates the work and bother of heating water and scalding.

So, now, instead of using the old fashioned "tea-kettle rinse", this smart little lady uses the modern B-K way. She has no more scalding water to carry; no more worries about high bacteria count or rejects. She has worked out her own farm relief merely by using the easiest and most effective method of killing germs which cause rapid souring and tainted milk.

## Soybeans, Sudan Grass, A Good Annual Hay Crop

Soybeans, or a mixture of soybeans and Sudan grass, "have thoroughly demonstrated their value as annual hay crops", in a 5-year test conducted by the New Jersey Agricultural Experiment Station at New Brunswick, reports Dr. H. B. Sprague, the Station's agronomist.

Such annual hays, he advises, need not be planted until late May or early June, since they are warm season crops. In 90 days of growing weather, 2 to 3 tons of cured hay to the acre have been produced yearly on soils of average fertility. Both soybeans and Sudan grass have proved dependable in yielding ability, in spite of wide variations in temperature and rainfall in different seasons.

"The most valuable varieties of soybeans for New Jersey", Dr. Sprague says, "were found to be Harbinsoy, and Wilson-5. Wilson-5 is a selection of the variety known as Wilson or Black Wilson, but differs from its parent in possessing smaller seeds, a character which reduces seeding costs per acre. Although there are numerous varieties of soybeans grown in the United States, many of these are poorly adapted to local conditions.

"Adapted varieties of soybeans were markedly superior to cowpeas, millet and

## IT COSTS LESS to Sterilize...



It is a proven fact that B-K will destroy 99% of the bacteria in milking utensils that cause odors, off-flavor and quick-souring of milk.

B-K was the first standardized hypochlorite sterilizer developed for dairy and farm use and for over 20 years it has been the recognized leader in this field. Its sterilizing efficiency and economy in use have been proven conclusively by thousands of farmers and dairymen all over America.

B-K saves the cost of fuel for heating water. B-K saves time and eliminates the danger of handling hot water. B-K in solution strong enough to kill germs instantly on contact, costs less than 2 cents a gallon.

### In Liquid or Powder Form

Because of the new low price and convenience, many prefer B-K Liquid but B-K Powder is more economical and can be added direct to the water for sterilizing and disinfecting, or made into a stock solution and used as per directions for B-K Liquid.

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## FEDERAL FARM LEGISLATION

To relieve the existing national economic emergency by increasing agricultural purchasing power, to raise revenue for extraordinary expenses by meeting of such emergency, to provide emergency relief with respect to agricultural indebtedness, to provide for orderly liquidation of joint stock land banks and for other purposes, is the broad title of the new agricultural adjustment act recently passed, which has been approved by the President of the United States and which now is in the process of development. Detailed operation of the act is now being formulated.

The act states "that the present acute economic emergency being in part the consequence of a severe and increasing disparity between the prices of agricultural and other commodities, which disparity has largely disturbed the purchasing power of the farmers for industrial products, has broken down the orderly exchange of commodities, and has seriously impaired the agricultural assets supporting the national credit structure, it is hereby declared that these conditions in the basic industry of agriculture has affected transactions in agricultural commodities with a national public interest, has burdened and obstructed the normal current of commerce in such commodities."

The following policies are outlined:

1—To establish and maintain such balance between production and consumption of agricultural commodities and such market conditions therefore, as will reestablish prices to farmers at a level that will give agricultural commodities a purchasing power with respect to articles that farmers buy, equivalent to the purchasing power of agricultural commodities in the base period (August 1909—July 1914) (Tobacco, August 1919—July 1929).

2—To approach such equality of purchasing power by gradual correction of the present inequalities therein at as rapid a rate as is deemed feasible in view of the current consumptive demand in domestic and foreign markets.

3—To protect the consumers' interest by readjusting farm production at such level as will not increase the percentage of the consumers' retail expenditures for agricultural commodities, or products derived therefrom, which is returned to the farmer, above the percentage, which was returned to the farmer in the pre-war period, August 1909—July 1914.

Particular details are provided in the act for the cotton option contract.

**General Powers**  
Under the classification of commodity benefits—the act states that in order to effectuate the declared policy, the Secretary of Agriculture has the power:

1—To provide for reduction in acreage, or reduction in production, or both, in any basic agricultural commodity, through agreement with producers or by other voluntary methods and to provide for rental a benefit payments in connection therewith or upon that part of the production of any basic agricultural commodity required for domestic consumption in such amount as the secretary deems fair and reasonable, to be paid out of any money available for such payment, etc.

2—To enter into marketing agreements with processors, associations or producers, and others engaged in the handling, in the current of interstate or foreign commerce of any agricultural commodity or product thereof, after due notice and opportunity for hearing to interested parties. The making of such agreement shall not be in violation of any of the

anti-trust laws of the United States, and any such agreements shall be deemed to be lawful; provided that no such agreement shall remain in force after the termination of the act. For the purpose of carrying out any such agreement the parties thereto shall be eligible for loans from the Reconstruction Finance Corporation under Section 5 of the Reconstruction Finance Corporation Act.

### Has Power To Issue Licenses

3—To issue licenses permitting producers, organizations, associations of producers, and others to engage in the handling, in the current of inter-state or foreign commerce, of any agricultural commodity a product thereof or any competing commodity or product thereof. Such license shall be subject to such terms and conditions, not in conflict with existing Acts of Congress or regulations pursuant thereto, as may be necessary to eliminate unfair practices or charges that prevent or tend to prevent effectuation of the declared policy and the restoration of normal economic conditions in the marketing of such commodities or products and the financing thereof. The Secretary may suspend or revoke any such license, after due notice and opportunity for hearing for violation of the terms or conditions thereof. Any order of the Secretary suspending or revoking any such license shall be final if in accordance with law. Any person engaged in such handling without a license as required by the Secretary under this section shall be subject to a fine of not more than \$1,000 for each day which the violation continues.

4—To require any license, under this section to furnish such reports as to quantities of agricultural commodities, or products thereof bought and sold and the prices thereof, and as to trade practices and charges and to keep such systems of accounts, as may be necessary for the purpose of part 2 of this title.

5—No person engaged in the storage in a public warehouse of any basic agricultural commodity in the current of inter-state or foreign commerce, shall deliver any such commodity upon which a warehouse receipt has been issued and is outstanding, without prior surrender and cancellation of such warehouse receipt. Any person violating any of the provisions of this sub-section shall, upon conviction, be punished by a fine of not more than \$5,000 or by imprisonment for not more than two years, or both. The Secretary of Agriculture may revoke any license issued under subsection 3 of this section, if he finds, after due notice and opportunity for hearing, that the licensee has violated the provisions of this subsection.

Under Section 9—provisions for levying a processing tax have been provided which shall be levied by the Secretary of Agriculture, which processing tax shall end at the marketing year.

Under Section C of Section 9—the Act provides that the fair exchange value of a commodity shall be the price thereof that will give the commodity the same purchasing power, with respect to articles farmers buy, as such commodities had during the base period specified in Section 2; and the current average farm price and the fair exchange value shall be ascertained by the Secretary of Agriculture from available statistics of the Department.

In the case of wheat, rice, corn, cotton, tobacco and hogs—specific meanings as to the term processing are given. In the case of all other commodities the term "processing" means any manufacturing or other processing involving a change in the

form of the commodity or its preparation for market as defined by regulations of the Secretary of Agriculture; and in prescribing such regulations the Secretary shall give due weight to the customs of the industry.

The Secretary of Agriculture is given under the act full authority, to enforce under its provisions every phase of the industry, appoint officials and employees to enforce the provisions of the act, appoint committees or cooperative bodies or associations to function with him when, in his judgment they are qualified to do so, to act as agents for their members and patrons in connection with the distribution or rental or benefit payments.

### Commodities

As used in the title of the act, the term, basic agricultural commodity means wheat, cotton, field corn, hogs, rice, tobacco and milk and to products, and any regional or market classification, type, or grade thereof; but the Secretary of Agriculture shall exclude from the operation of the provisions of this title, during the period, any such commodity or classification, type, or grade thereof if he finds, upon investigation at any time due notice and opportunity for hearing of interested parties, that the conditions of production, marketing and consumption are such that during such period this title can not be effectively administered to the end of effectuating the declared policy with respect to such commodities or classifications, type or grade thereof.

The act provides for appropriations to carry out the various programs.

### Termination of the Act

The act provides that the title shall cease to be in effect whenever the President finds and proclaims that the nation's economic emergency in relation to agriculture has been ended; and pending such time shall by proclamation terminate with respect to any basic agricultural commodity such provisions of this title as he finds are not required to carrying out the declared policy with respect to such commodity.

### Supplementary Revenue Provisions

Under Section 15—That if the Secretary of Agriculture finds "that any class of products of any commodity is of such low value compared with the quantity of the commodity used for their manufacture that the imposition of the processing tax would prevent in whole or in large part the use of the commodity in the manufacture of such products and thereby substantially reducing consumption and increase the surplus of the commodity, that the Secretary of Agriculture shall so certify to the Secretary of the Treasury and the Secretary of the Treasury shall abate or refund any processing tax assessed or paid after the date of such certification, as is used in the manufactured product. No tax shall be required to be paid on the processing of any commodity by or for the products thereof for consumption by his own family, employees or household.

Specifications as to the collection of these taxes are definitely described in the act.

Section 16—provides for taxes on any commodity processed wholly or in part from any commodity—while Sec. 17 deals with exportable commodities. Section 18 defines existing contract and section 19 provides for the collection of the taxes.

### Agricultural Credits

Title 11—deals with Agricultural Credits with amendments to the Federal Farm Loan Act, such as the Issuance of Bonds by Loan Banks; Purchase, Reduction and Refinancing of Farm Mortgages,

their extensions and the Reduction of interest on Loans and Deferment Principal, etc.

Part 2 of this section refers to the Joint Stock Land Bank, its limitations on the issue of bonds and lending, etc. etc. Under Part 3—Loans to farmers by Farm Loan Commissioner are specifically treated under Part 4. Loans by the Reconstruction Finance Corporation are treated in detail. Loans to fruit growers and other titles or Title III on Financing and Exercising Power Conferred by Section 6 of Article I of the Constitution: To confer on the President the authority to confer certain powers to the President, in this respect, comprises the section of the act and has to do largely with the monetary system of the government.

Under this section of the Act the President has been authorized to carry out certain inflation programs: Increasing Federal Reserve Credits, Issuance of Treasury Notes, secured by credit of the United States; by deflation, the gold content of the dollar; by acceptance of silver for foreign debts and by the free coinage of gold and silver at a ratio to be fixed.

### Let Lawn Grow Tall To Kill Crabgrass

To fight crabgrass in a bluegrass lawn during the summer months, give the bluegrass a chance to grow and it will kill the invading weed, the United States Department of Agriculture says.

For this, the Department recommends letting the lawn grow from an inch and a half to two inches high and not watering it more than once a week. Set the lawn mower so it will cut the grass high, the Department suggests. A lawn will still appear even, although clipped high instead of short.

Department experiments for several years show the suggested method effective in controlling crabgrass. Government specialists found that crabgrass thrives when clipped closely, because it spreads along the ground, but that the bluegrass must have considerable leaf growth to develop a root system to compete with crabgrass. When given a chance to grow, the bluegrass can choke out the crabgrass.

The watering recommendation also seeks to give the bluegrass the advantage. Daily surface waterings usually help the crabgrass more than the lawn grass in a closely clipped lawn. This is because the crabgrass has a better root system. This watering keeps the lawn green, but it often means that the crabgrass and not the lawn grass is being kept green. It is better to give the lawn a good soaking once a week.

It seems so peculiar for so-called dairymen to wrangle and fuss about the prices received for fluid milk under the bargaining program of the Inter-State Milk Producers' Association.

Naturally every body wants to get a high price as possible for his product, but few realize the conditions confronting the problems of marketing milk under the present existing conditions. One must realize that every dairyman is anxious to ship all the milk that he can, but many fail to realize the other angle—the ability of the consumer to purchase and also the amount of competitive milk that may be clamoring at our doors.

## One Cow or Six!

By J. D. McVean, County Agent, Chestertown, Md.

An analysis of the records made by herds of cows belonging to members of Dairy Herd Improvement Associations reveals some striking facts. In this brief talk, I present some data gleaned from a study of the records made by the five high producing herds in the Kent County, Maryland D. H. I. Association, in comparison with the records made by the five low producing herds. The charts were used to recall facts about the present situation and to present the herd data in a graphic manner.

Chart One suggests the large cow population now in milk. It points out that on the basis of thousands of individual records one third of all cows, even under normal conditions of feeding and price, are unable to make a profit for their owners. With consumption below normal and prices discouragingly low, we all know that many farmers are attempting to solve their problems by withholding feed or by using grain mixtures lacking in protein content. It is true that this poor feeding results in less milk than the cows can readily produce. At a later point, I want to cite data which tends to show that the farmer is not attacking the problem most effectively. Meantime let us see what other information Chart One has for us.

We note the well established fact that the only sure means of winnowing the worthwhile cows from the "boarder cows" is to use production records based on weighed and tested milk and feed records. On the right of the chart we picture the Dairy Herd Improvement Association as the key to control (intelligent control) of the sorting gate. Of course other records are equally good if properly kept.

In the circle at the top of the chart we show a picture of a milk scales, a picture of a Babcock Tester and what Prof. Fraser of the University of Illinois calls the "Dairymen's Guide." Possibly a word of explanation will make it clear to all. The Dairymen's Guide is a rectangle divided by lines into smaller rectangles, each of which is labeled. Looking at the left side we find the label "Maintenance."

By this term we mean keeping a cow alive but not providing for growth, production of milk or calf, or loss or gain in weight. It may well be compared to the operation of an automobile engine "in neutral." Maintenance requirements are constant for all cows of like weights whether producing or "dry." Still looking at the left side of the rectangle we find production figures listed according to a definite scale. At the point marked 160 pounds of butterfat production per cow, we find another line laying off another zone of expense. In other words any cow not producing enough milk to yield 160 pounds of fat is not self supporting. At the right we note value of product expressed in dollars over cost or profit. Deficits are shown for cows producing under 160 pounds of butterfat. Looking at the top portions of the large rectangle we note that as production per cow increases expense continues in a relatively small way while profits increase in a big way as production per cow increases. It is around the importance of large and full production per cow that a large portion of my talk centers. For the moment let us suggest it by means of this well established maxim, "when production per cow is doubled, profits are trebled."

I am sure we all realize the danger in the above thought in view of the excess number of cows now in milk, the below normal consumption of milk due to lack

of buying power. Just what the price of milk to the producer would be if every farmer were to full feed all of his cows can well be realized. I venture to suggest the economy of full feeding of good cows only in the hope that farmers will not attempt the practice without weeding out their low producers. Certainly total production of milk should be decreased not increased. Otherwise, decidedly lower prices must follow. This means ruin.

Chart number two is presented, not to claim high production records but to reveal how the records bear out my earlier statement that the well fed cow is the economical producer of milk. These local figures are well substantiated by Dr. McDowell of the Federal Bureau of Dairying who has published his findings in studying over a half-million individual cow records as made in Dairy Herd Improvement Associations. Compare each item on the chart. Note the contrasts. Some of you will say that the ratios do not hold under present price conditions. I contend that under present prices the good cow will stand out even more favorably than is shown on the chart. When milk prices are high even a poor cow can show a considerable return over and above feed costs but when prices are low and production per cow is low, the value of product is low, the returns over feed cost are low and profits are nil. To those who would say that all the difference is due to the cows—not to their feeding, let me point out that within the same herd where feed care and management are identical contrasts just as striking are revealed. The herd owner studying the record of each cow each month has a big advantage over me in studying herd averages but the same principles hold. I am trying to make clear those principles. I am trying also to sell the need for production records by dairymen not yet enrolled in Dairy Herd Improvement Associations.

### Penna. Farmers' Cash Income Holds Up Best

Pennsylvania farmers' cash income has held up better than the income of farmers' throughout the Nation during the depression.

During the boom year of 1929, the Agriculture Department reports, Pennsylvania farmers took in \$297,328,000 for the crops and livestock they sold. The national cash income for farmers was \$10,284,479,000.

Last year the Pennsylvania farmers received \$157,395,000, as compared with \$4,199,447,000 for the Nation.

Among the States, New York, Wisconsin, Illinois, Minnesota, Iowa, Texas, California, Ohio, Missouri, Nebraska and Kansas surpassed Pennsylvania in cash income in 1929. Pennsylvania jumped ahead of the last four in 1932.

Income from crops has fallen off more sharply than that from livestock. Crops yielded the Pennsylvania farmer \$92,939,000 in 1929, and \$41,551,000 last year. The livestock drop was from \$204,339,000 to \$115,844,000.

Gross income and farm value have taken corresponding drops.

Gross income, cash income plus the value of products consumed by the farmer, for crops and livestock together dropped from \$356,614,000 to \$189,754,000.

Farm value, an estimate of the value of crops and livestock whether sold, consumed or unused, fell from \$452,183,000 to \$245,600,000.



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Satisfaction guaranteed. Any further information will be cheerfully given.

All breeds of rams and ewes.

LEWIS H. FURGASON  
WINDHAM, N. Y.

Despite low milk prices, fifty-three New York state dairymen joined dairy herd improvement associations in April on the recommendations of their neighbor members.

Uncle Ab says most of the differences in the weather between now and when we were younger are supported by remembrance rather than by records.

## Surplus Milk—What Is It?

We have frequently heard the expression, "there is too much surplus milk in the market."

What can be considered surplus milk and what is a normal supply?

"Normal supply" is understood to be that milk which goes to the consumer as "bottled milk" or is used in bulk form (milk in cans) which is used by the hotel or restaurant trade, usually sold on what may be called a "whole sale basis."

Under the Philadelphia Selling Plan all milk that is sold in bottles or sold to the wholesale trade is considered basic milk. Milk in excess of the normal supply for this purpose may be considered surplus or milk for manufacturing purposes and as such commands a lower price, in that it has to be manufactured into such products, usually at a loss as far as the skimmed milk is concerned and the product must be sold in competition with these products, bought and processed, in other areas where milk may be obtained at materially lower prices.

Under the plan in use in the Philadelphia Milk Shed this surplus milk is customarily bought at a butter price basis, or at times at some differential above that price.

Under ordinary conditions distribution daily supplies of basic milk represent some small percentage above their daily needs in order to cover day to day variations in the consumptive demand.

In other words, in the dairy business, as well as other similar lines of trade the distributor must carry some excess supply—and when this supply—purchased as basic milk, is not needed, it is usually manufactured into butter or some other by-product.

At times these excess basic supplies amount to a considerable quantity.

Milk in excess of the daily demand therefore becomes an important factor in the processing and delivery of fluid milk. No one wants more than a normal excess supply, more than the daily needs for consumptive purposes.

Milk in excess of the normal demand under the Philadelphia Selling Plan, surplus milk as it is termed, or to be more specific, milk that must be used for the manufacture of by-products is a burden on the market, no matter what the price be for which it is purposed.

Under the conditions that have prevailed for the past year—when unemployment has been rife and many had but little money to make normal purchases—consumption in general has declined, but unfortunately, in many cases this has not been exactly the case as far as production was concerned. It may not have been entirely a matter of price, but was largely the inability of the consumer to have money enough wherewith to purchase.

Until the purchasing power of the public is again restored we can scarcely expect to realize a normal demand.

Under existing conditions, producers and distributors alike are affected.

Lower sales to consumers mean increased distribution costs—while higher production by producers mean added excesses to supplies and promote under selling, highly competitive business and sometimes unfair business practices.

High price markets have an added unfavorable feature—they induce supplies from milk produced in lower priced areas—which when offered on the market break down the prevailing fair prices being paid in those markets—and such practices, when carried to excess may break down any orderly marketing system—and at the same time may also break down the business program of the underselling competitor.

A certain percentage of basic milk can be made into cream but surplus milk generally is that part of the product which is made into butter and the resulting skim milk may be used for the manufacture of dry skim products, caseine, etc.

But the manufacture of these products are not usually very remunerative, they represent some saving of course, but do not, as a rule, represent the actual cost of the product, particularly when in some cases it becomes more profitable to disregard the skim milk entirely, and throw it away.

It is reasonably fair to presume therefore that all the milk sold in bottles has been basic milk and that the excess basic milk together with that bought as surplus milk is being disposed of through manufacturing or surplus channels.

## Inter-State Milk Producers Association

Incorporated  
Flint Building, 219 N. Broad St.,  
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers  
in the Philadelphia Milk Shed

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Harry B. Stewart, Alexandria, Huntington Co., Pa.

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J. U. Troutman, Bedford, R. D., Bedford Co., Pa.  
F. M. Twining, Newtown, Bucks Co., Pa.  
F. P. Willis, Ward, Delaware Co., Pa.

A. R. Waddington, Woodstown, Salem Co., N. J.  
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H. D. Allebach, Chairman  
Frederick Shangle  
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R. I. Tussey  
E. H. Donovan

## Gloucester Guernseys Make N. J. State Records

Two New Jersey State championship records in the herd improvement classes of the American Guernsey Cattle Club have been made by animals in the herd of Louis T. Treuman, of Mantua Guernsey Farm at Mantua, Gloucester County. W. R. Robbers, superintendent in advanced registry at the New Jersey Agricultural Experiment Station reported.

Highland Marchioness, a 4-year-old Guernsey, completed a year's record of 7,500 pounds of milk and 370.5 pounds of butterfat. Selada, a 2½-year-old Guernsey, produced 6,617.1 pounds of milk and 357.5 pounds of butterfat in a year.

These champions were milked only two times a day, according to Mr. Robbers, and no special management methods were followed in an attempt to obtain high production.

Uncle Ab says we should pay more attention to what we keep than to what we get.

## To Every Reader of the Milk Producers Review

It seems to me that the public should be perpetually reminded that about the wealth of the world, which includes those necessities which we require to live in exchange for luxuries, come from the earth, and that the most important thing which reaches us from the earth are the products produced through the Dairy Industry.

The public should know that the farmers of the nation do not hoard their profits. That today they stand ready to pledge any profit they are allowed to make over the cost of production to an amount in excess of ten billions of dollars. That they will spend these billions of dollars for necessities only. That they will spend these billions of dollars for necessities only. That they will give the manufacturers and producers this money to repairs to equipment and replacing the worn out, for paint, wire, machinery, livestock, seed and the hundreds of things which go to make up a moderately well equipped farm.

Let the public figure it out for themselves. Let them figure that each farmer will not spend less than \$1,000, and for necessities only, and let them multiply this by the number of farmers, and they will readily fall in line to help the farmer to earn a profit which will earn a profit to every other industry in the country.

Very truly yours,

HORACE M. DOBBINS,  
General Manager,  
BROADWOOD HOTEL,  
Philadelphia, Pa.

Adv't.

## Farmers Exempt from Peddler's Fee When Selling Own Products

The increasing number of complaints against city and borough regulations which set alleged prohibitive fees or other limitations on farmers who come in from the surrounding country to sell their products, prompted Secretary of Agriculture, John A. McSparan, recently to secure a ruling from the State Department of Justice on legal issues involved.

On April 14, Deputy Attorney General James W. Shull, made public this formal opinion to Secretary McSparan in which he said: "Sales by the farmer are often confused with those by hawkers, peddlers, and traveling merchants, who peddle from house to house, goods, wares and merchandise. The ordinances against this class of salesmen, who are required to procure licenses, run into the hundred throughout the Commonwealth. These regulations are sometimes improperly used to deter the unwary farmer from exercising his right to sell the products which were raised by his own toil upon his own soil."

After a review of numerous court cases, Judge Shull concluded, "The general trend of legislation and adjudications seems to place a ban upon the licensing of persons making sales of their own farm products. Therefore, you are advised that farmers who sell their own products may make such sales in municipalities within the Commonwealth without payment of license fees."

The right of a municipality to charge farmers, especially dairymen and farm butchers, an "inspection fee" which may or may not be fair and reasonable in view of the amount of business done, raises a question which will have to be clarified by legislation or court action, or both.

June, 1933

## Farmers Cooperatives Do \$31,000,000 Business Despite Severe Depression

Sales statistics compiled by the bureau of markets, State Department of Agriculture, show that Pennsylvania farmers transacted a total business of \$30,836,619 through their cooperative associations in 1932 as compared with \$42,717,389 in 1931. Although the sales in 1932 were 27.6 per cent less in value, the volume or quantity handled by these organizations was nearly as large as in the preceding year. Small declines in the quantities of milk, fruits, vegetables, and wool marketed as well as the tonnage of feed, fertilizer and seed purchased took place, but twice as many head of livestock and ten times as many eggs were marketed by cooperatives last year as the year before.

Pennsylvania Department of Agriculture Weekly News Bulletin, May 11-22

Value and Volume of Commodities Sold Through Cooperatives

Commodity	1932		1931	
	Value	% Total	Value	% Total
Milk and milk products	\$22,968,218	74.48	\$32,620,900	76.36
Fruits and vegetables	1,789,101	5.80	20,548 tons	2,541,462
Wool	168,366	0.55	12,029 head*	235,691
Livestock	229,363	0.74	893,778 dozen	29,334
Eggs	32,905	0.11	179,511 lbs.	34,097
Farm supplies	5,648,666	18.32	210,731 tons	7,255,905
Total	\$30,836,619	100.00	\$42,717,389	100.00

\* Sheep major part of number of head sold.

\* Cattle, principally dairy cattle, major part of number of head sold.

\* These figures represent about only 40 per cent of the wool pooled in this State, as the major part of the pooled wool is sold by unincorporated associations.

preceding year, an increase of 2.7 per cent.

Local associations had 10,569 members on December 31, 1932, as compared with 9,711 members a year before, a gain of 8.9 per cent.

Crops Late and

Prices Rising

Natural and man-made factors have combined to raise prices of farm commodities. Crops are a week to ten days late; winter wheat is in the poorest condition on record; expectation of results from the farm relief law with its provisions for controlled production and for drastic monetary changes; has continued to influence wheat, cotton, hogs, and butter toward higher price levels, says the Bureau of Agricultural Economics, Washington, D. C. in its June report on the agricultural situation.

The reduction in wheat prospects is mostly in winter wheat in the western part of the main belt, and in white wheats in the Pacific Northwest, according to the bureau. It is expected that the soft winter wheat crop will be nearly as large as last season. Spring wheat went into the ground a week to ten days late, but seeding was practically completed at the middle of May, with moisture conditions the best in several years, says the bureau.

The carry-over of wheat on June 30, it is expected, will be about as large as a year ago. Canada is reported to have had nearly 75,000,000 bushels more wheat on hand May 1 than a year ago. Total supplies of wheat in North America, taking bonded grain into account, are about 40,000,000 bushels larger than at this time last season, and are sufficient to supply the domestic needs of both the United States and Canada for nearly a year.

Pennsylvania's 295 4-11 bee club members, and how busy they kept their bees, gives decided encouragement to the growth of this line of 4-11 club activity. The colonies owned by these club members averaged 77 pounds per colony for the year while the State average was 30 pounds per colony. The banner colony of 1932 produced a total of 247 pounds of comb and extracted honey.

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ONE of the best known Nutrition Authorities has told the people of the United States that if they had only enough money to buy two foods that they were to buy

# Bread and Milk

This message of the importance of the product you produce was carried by the Dairy Council to approximately 24,000 adults in group meetings during the past eight months.

# You Produce the Milk We Help In Maintaining Its Consumption

Philadelphia Inter-State Dairy Council

219 North Broad Street  
Phila., Pa.



## 25% SAVINGS • SECURITY • 100% PROTECTION

RATES 25% to 30% BELOW MANUAL USED BY OTHER COMPANIES—  
THAT'S WHAT OUR POLICIES OFFER YOU

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

### STANDARD AUTO POLICY

We write a Standard Automobile Policy covering in the United States and Canada, at a saving of 25% to 30%. Truck Insurance at a 25% saving.

### NET GAIN

Save with a company that has made a net gain of 53% in premium writings for 1932 over 1931.

### COMPENSATION

Our Workman's Compensation Policy provides protection for the employer as well as the employee and has declared a 15% dividend for 1932 on Commercial risks and 5% on sawmilling and coal mining—nothing on quarrying.

SEE ANY OF OUR LOCAL AGENTS—THERE IS ONE LOCATED NEAR YOU

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

HARRISBURG, PENNSYLVANIA

CLIP THIS AND MAIL TODAY—IT OBLIGATES YOU IN NO WAY

PENNSYLVANIA THRESHERMEN & FARMERS MUTUAL  
CASUALTY INSURANCE COMPANY  
HARRISBURG, PA.

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It is understood that this inquiry is not to obligate me in any way whatsoever.

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Payroll.....  
Make of Car.....  
Model.....

## READ THE Milk Producers Review

### Keep Posted On Market Conditions

Check Your Milk Prices on Official  
Quotations—(see page 5)

Do Your Women Folks Read The  
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IT WILL INTEREST THEM

And don't forget the Advertisements. Maybe you can save money—and when you do write the advertisers, tell them you saw their ad in the "Milk Producers Review."



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Thousands of these sturdy, heavy duty compressors are in use on the most modern dairy farms in the East—and bring the highest recommendation from dealer and user. Very economical—great surplus power—and remarkably trouble free. Lowest delivered and installed prices give authorized Factory Dealer ample, substantial profit, but eliminates distributors' discount—save your customer 25 per cent or more!

"M&E" Dairy Cabinet Compressor of 750 to 1100 lb. I. M. C. Others from 175 lb. up. Complete with starter and thermo cutout. Electric or gasoline driven to fit available power conditions.

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# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XIV

West Chester, Pa. and Philadelphia, Pa., July, 1933

No. 3

## Some Features and Proposed Benefits to the Farmer Under the New Trade Agreement Plan

### Some Comments on the Opposition to the Plan

By H. D. ALLEBACH

The tentative trade agreement between the Inter-State Milk Producers' Association and the distributors in the Philadelphia Milk Shed which was agreed to by the same groups, and, which has been presented to Secretary of Agriculture Wallace, at Washington during the past month, and now awaiting his approval, has been discussed from many angles.

The Agricultural Act which was passed and signed by the President in May, 1933, is the Act that we are endeavoring to work under. According to our understanding no agreement can be reached at Washington, unless the industry itself will agree on prices to be paid the producers and prices to be charged the consumers. After this has been done the Secretary is willing to call a public hearing, at which time all parties can be heard. He then will consider all the testimonies given and will render his decision accordingly.

In the agreement which was recently presented by your organization the price to be paid the farmer, f. o. b. Philadelphia, was \$2.53 per hundred, for four per cent milk. The distributors are allowed a handling charge of 6c per hundred, known as a terminal handling charge, making that price \$2.47 per hundred for four per cent milk. From this four cents per hundred is to be deducted, 2c of which is to be paid over to the Inter-State Milk Producers' Association, providing you are a member of that organization. The other two cents goes to the Dairy Council, for the purpose of advertising and educational purposes. If you are not a member of the Association, all four cents will be turned over to the Dairy Council, two cents for advertising purposes and the other two cents will be kept in a separate fund and will be used as the Secretary of Agriculture directs and can not be spent in any other way. He has definitely stated that this two cents shall be used so that the non-members will get the same consideration and the same service that the member gets. This leaves, after these deductions have been made, a net price to the producers for four per cent milk, f. o. b. Philadelphia of \$2.43 per hundred. There seems to have been criticism in reference to this net price to the producer of direct shipped milk, but, if you will remember that previous to when the reduction of one cent per quart to the consuming public, went into effect last November, our price was \$2.40 per hundred. With the reduction of 1c on quarts and 1c on pints our reduction was \$.22 per hundred, making our price \$2.18. Therefore we have increased the price in this last advance three cents per hundred more than the reduction in November of 1932. In addition we are re-classifying the amount of milk that is placed in Class 1 milk.

According to reports already received, we will allow the producers for June, ninety per cent of their established basic quantity as basic milk, less ten per cent cream. We estimate that if our production is not increased above what it is at present, that by August first we will be able to allow our producers almost one hundred per cent of their established basic quantity at basic price, possibly less ten per cent for cream.

This, already, in June, is adding an additional five cents per hundred to our average weighted price for milk and if we can add another ten per cent to our established basic in August we will add another five cents per hundred to our average weighted price which will make an increase in price of, at least, \$.35 per hundred.

With the reduction in freight rates which are already going into effect, this will make an increase in our price at receiving stations of at least \$.40 per hundred, out of the \$.46 1/2 increase which has been passed on to the consuming public.

It is possible that your organization could have gotten a little more of the consumer's dollar, but no one knows, as yet, just what effect this change will have upon the market, no one knows just how the small distributors will be able to exist under a strict reporting basis, if the trade agreement is approved, therefore your organization was not going to put themselves in a position, on account of this plan, of driving some small distributors out of business, as we believe we need some competition between distributors to keep our market in the best condition.

This price can be changed any time, up or down, and if we find that this agreement does stabilize retail and wholesale prices to a point that there is no price cutting, it is possible that we can raise the basic price somewhat higher than it is at present. These prices, as stated above, can be changed by agreement, at any time, but we felt that, as a starting point, we should try to give everyone a chance to try it out. We realize that the producers need every penny they can get, but we do not believe it advisable to put any burden on the other fellow that possibly he could not stand under present industrial conditions.

The basic and surplus plan has been the subject of considerable attack by some producers and by several newspapers, lacking knowledge of actual market conditions.

There have been quite a number of farmers in our territory who have been selling to distributors on a "flat price basis" and have never endeavored to control their production or carry their share of the surplus milk. The proposed plan puts everyone on a basic and surplus plan, puts every individual farmer on the same basis and everyone will have to carry his just share of surplus milk. We believe this will put our market in far better condition than it has ever been before.

If this same plan is adopted in all our secondary markets, as we hope it will be, it will put those producers on an equal basis with those selling to primary markets.

This will also be quite a help to our territory, as some of the secondary markets have never carried their share of surplus production.

(Continued on page 3)



## Are Basic and Surplus Plans Confusing

Any plan of production that changes an established order from one that has been in operation for any length of time, naturally becomes more or less confusing.

In many cases producers do not desire changes; it interferes with their ordinary programs and they would rather keep on going rather than substitute something else, even though, that in the end, would result in better conditions or a better return. They would thus avoid any extra effort in the program having to do with the production of their product.

But, nowadays, things have changed. Not only have our production methods changed, but so also have the methods of consumers, who have grown more exacting in their demands. And to keep in accord with these things, many problems must be considered in a different light.

Marketing methods themselves have been in a gradual state of change. Things that were perfectly proper some years ago are no longer the fashion.

One of these important factors has been the marketing system. The basic and surplus production plan has almost entirely replaced the old flat price system of buying milk.

The basic and surplus plan is not a new one to our readers. The Inter-State Milk Producers' Association adopted it some 13 years ago. The United States Government is now adopting such a program today.

A basic and surplus plan as such, is not confusing. It simply means that the basic amount, sold to meet current demand, as for instance milk in bottles and at wholesale, be sold at a price that is fair and equitable to the producer and that milk in excess of the demand for that market, be sold at a price obtainable for the particular by-product into which it may be manufactured.

No one dairyman need produce any excessive amount of milk, beyond his basic average and market it at the low surplus

price, thereby bringing down the average price for all the milk he sells.

The basic and surplus program, which we believe to be a sound one, has been abused by some producers and by some unfair distributors. By that we mean producers and distributors who will bargain for their milk on a "flat price" basis, dealers who ask their producers to hold milk at home, and who do not take their share of the normal surplus, and are thus in a position to shave competitive prices and thus unsettle the market of the otherwise fair producers and distributors.

These are some of the problems with which the basic and surplus plan advocates have to contend with. They are some of the things that help to break down the entire market and are some of the things that the Government is trying to eradicate, under the adoption of a marketing agreement, between all producers and all distributors, in which all producers and all distributors are to be treated upon a fair and equitable basis.

The adoption of such a program would eliminate many, if not all, of the unfair practices now surrounding the industry and should be for the common good of all producers.

Unfortunately however some producers disagree with the program. They adhere to ideas which appear selfish, and have their own interests at heart, rather than for the common good of the industry. In some instances these objectors may be misinformed, but this is now hardly possible after the extended hearings that have been held on the proposed marketing agreement.

The adoption and enforcement of the proposed Government regulations will, no doubt, do much to eliminate unfair practices, competition and will give to the farmer and to the dairyman a just return for his product under provisions that must be cooperative and fair in their principles and in its methods.

## More Than 350 at Dairy Industry Meet in Washington

More than 350 delegates, representing all groups and all divisions of the national dairy industry, attended the opening session of the general dairy-industry conference called on June 26th, by the Agricultural Adjustment Administration. The conference was held in the auditorium of the National Museum.

Charles J. Brand, Co-administrator of the Adjustment Act, opened the conference with a statement on the program and policies of the Adjustment Administration. Dr. Clyde L. King, acting chief of the dairy section; Francis Goetner, legal adviser on dairy trade agreements; and former Congressman Victor Christgau, speaking for Chester C. Davis, director of production, were other speakers on the morning program. Christgau emphasized the necessity of keeping out of dairy production any land which, by contract with the Government, had been removed from the production of any other basic agricultural commodity.

At noon the conference broke up into groups for detailed analyses of the problems of different branches of the industry. The groups went into conference to plan for presenting trade agreements and outlines of other measures for the consideration of the Agricultural Adjustment

Administration. These groups made their reports at this afternoon session of the general conference.

The groups and their leaders were: Whole milk for city supply—R. E. Little, International Association of Milk Dealers, Chicago; Charles W. Holman, secretary, National Cooperative Federation of Milk Producers, and Don Geyer, Pure Milk Association, Chicago.

Butter manufacture and sale—N. R. Clark, Chicago; John Brandt, Land O' Lakes Creameries, Minneapolis, Minn. Cheese manufacture and sale—J. L. Kraft, Kraft Cheese Co., Chicago; A. H. Lauterbach, National Cheese Producers' Federation, Plymouth, Wis.

Evaporated milk manufacture and sale—Dr. Frank E. Rice, Evaporated Milk Association, Chicago; G. H. Benkenhoff, Cooperative Producers' Association, Modesto, Calif.

Ice Cream manufacture and sale—R. C. Hibben, Ice Cream Manufacturers' Association, Harrisburg, Pa.; George R. Fitts, New York Dairymen's League, New York City.

Dry or powdered milk—Round McCann, Dry Milk Institute, Chicago; H. R. Leonard, Twin City Milk Producers' Association, St. Paul, Minn.

## Holstein Cow Makes World Fat Record

The first and only dairy cow in the world to exceed a thousand pounds of fat in a year on strictly twice-a-day milking has just been announced by the Holstein-Friesian Association of America. This cow, Winterthur Boast Ormsby Ganne, bred and owned by I. F. du Pont, Winterthur Farms, Winterthur, Del., completed her official test on May 17th and produced 1004.2 lbs. fat and 23444.6 lbs. milk with an average test of 4.3 per cent. Her fat yield exceeds the former world's record by the wide margin of 145.8 pounds. This is by no means the first record that this great cow has made. As a senior 2-year-old she made 821.1 lbs. fat and 21409.8 lbs. milk in Class A and again as a senior 4-year-old she produced 966.3 lbs. fat and 22943.0 lbs. milk. Her present record was made as a 7-year-old.

Winterthur Boast Ormsby Ganne comes from a line of breeding noted for high yields and splendid type. She is a double granddaughter of the noted sire, King of the Ormsbys, who has 108 daughters admitted to the advanced registry and is the only Gold Medal Century sire of the breed. One of his best sons is Winterthur Bess Ormsby Boast, the sire of "Ganne", who now has 34 advanced registry daughters, eight of which have exceeded 800 pounds of fat.

In making this world's record, "Ganne" had 18 official tests made by seven different supervisors. Three were retests and three were out-of-state check tests, supervisors being sent from New Jersey and Maryland as well as from Delaware. She started her test with a yield of 60 pounds of milk a day and this gradually increased until she reached her top of 80.6 pounds on her 37th day. The last day of her test she milked 52.6 pounds and not once during the year did she go below the 50-pound mark. She is the 188th Holstein-Friesian cow to produce 1000 pounds fat in A.R. work, and the first of any breed to produce anything like this figure on two-time milking.

According to a system worked out by Supt. Norton for adjusting A.R. records to a comparable basis, this record of 1004.2 lbs. fat in Class C would be equivalent to 1215.2 lbs. fat in Class B or 1427.0 lbs. fat in Class A, which exceeds any production either actual or equivalent ever recorded in the Advanced Registry of the Holstein-Friesian Association of America.

In the development of the Winterthur Herd, many large records have been made, including six above 1000. lbs. fat. Five of the six have been by members of this same family, but Winterthur Boast Ormsby Ganne is their first 1000. lbs. fat producer to result from this intense line breeding.

## January 15-19 Set As Date of Next Penna. State Farm Show

The State Farm Show Commission in a recent meeting, set January 15, 16, 17, 18 and 19, 1934, as the dates for the eighteenth annual Pennsylvania Farm Show. The exhibition will be held in the 10-acre Farm Show Building in Harrisburg.

A premium list of \$36,757.70 was approved for the 21 competitive departments of the Show.

Evening programs of outstanding educational merit are being planned by the Commission for Show Week.

Some time each day should be given to education. Be it what it may, improvement can be made by applying definite efforts made through education.

## Plan For a Better Milk Market

Some individual dairymen, some groups of dairymen and some of the papers in this territory have been making exceptions to the form, plan and scope of the marketing program of those who have been interested in stabilizing milk marketing program.

Unfortunately, this form of opposition has been developed by those who have never considered or comprehended that things have been changed.

They have failed to understand the older systems of marketing have changed, and that the way ahead, looking toward a better return to the dairyman is now the order of the day.

Many of these things could not be accomplished under ordinary conditions, but now that the National Government has taken things in hand, put the distributors on the same basis

The Government viewpoint, however, that the entire industry must be benefited alike and has under consideration an orderly marketing program which will bring this about.

This application applies not in dairy alone but includes that comprising the major basic commodities in agriculture.

Programs are under way to help agriculture but in so doing the Government insists that the farmer do his own share toward helping himself. It is this helping yourself program that some of the dairymen object to.

Unfortunately some dairymen cannot see very far ahead, in fact in many instances they are inclined to take a step backward.

What the Government advocates is the adoption of tried and true marketing programs. Programs that will insure the industry a fair profit not only to one more, but to the entire group as a whole. That all be treated alike, that all follow the same program of production, in fact that everyone in the industry be placed on exactly the same basis.

It may be quite true that in order to get a better price for the dairyman, some readjustments have had to be made in labor expenditures by the distributors. This necessarily increased their cost and had to be taken care of out of the advance in price to the consumer.

Consumption and the ability of the consumer to purchase your dairy products is just as important a factor in any price advance, but from the Government viewpoint, more money spent by the farmer meant increased production in many lines of industry and this increase would be reflected ultimately in the earning power and consequent purchasing power of the citizenship on the whole.

In too many cases the disposition of the dairyman has been to "jump at conclusions" and with this proposed plan to increase his earning capacity, there has been no exception.

Many farmers are not only willing to do their part toward establishing a better order of things—but on the other hand there are those who cry—loud and long—that this or that is not the way to do it, but at the same time fail to offer any concrete plan in substitution. Much of the objection to the proposed new marketing agreement has come from those who have, as yet, offered no substitute plan whatever, but have objected largely for the mere matter of objecting.

Of 657 contestants in a recent statewide 4-H judging contest, according to Agrigraphs, New York State Department of Agriculture, 233 made perfect placings.

## Some Features and Benefits to the Farmer Under the New Trade Agreement Plan

### Some Comments On the Opposition to the Plan

(Continued from page 1)

We should remember, at this time, that any agreement, made in the future, would be made in the same faith with all parties, as if we had no Government control over the market, but was being carried out by the industry itself. About ten per cent of the parties involved have been willing to cooperate, therefore it is necessary for this Government control at this time. The folks who opposed this plan at Washington, I believe did so because they did not fully understand just what the plan would be. I think the plan is just what we have been looking for a long time. It will put all producers on the same basis, according to their ability to produce a regular supply of milk the year through. It will also put the distributors on the same basis

one with the other and prevent them from cutting prices and thus putting the burden back on the farmer, and it will also compel them to give a correct report of their purchases and sales, on all classes of milk, which is something we have been seeking in this market for a long time. We have been receiving reports from co-operating distributors, as to their sales, but not all have been reporting, therefore it has not given a complete report for the market and our allowed basic quantities must be governed by that report.

Under the new plan every dealer must report, therefore it will give us a complete record. It will do another thing, in that every can of milk or cream brought in from outside of the territory must be reported and commission must be paid on it by all dealers. Such a record would give your Association a record as to how much cream is coming in from outside of the territory and where it is coming from. It will also give us a report as to how much milk is coming in from outside of the territory and where it is coming from.

This is the thing we have been wanting for a good many years. We have realized for several years that some of the distributors have been paying the price and carrying their share of the surplus load, while other distributors have done neither. At the same time there have been some producers who have taken advantage of the plan and attempted to sell to distributors at an all basic price and thus are not carrying their share of the surplus. This detailed program can, of course, only be carried out if the Government appoints someone in this territory to license all the dealers, see to it that they are operating on the plan and then see to it that these reports are correctly kept and reported.

I honestly believe that if those who went to Washington to oppose the agreement had actually known all the facts, they certainly would not have opposed the plan as they did. Then too some of the folks who opposed the plan were those who were shipping to outside markets and that possibly the program, they believed, was going to have some jurisdiction over their markets. The trade agreement distinctly states that it will have jurisdiction over milk bought and sold in the area as liquid milk. It does not intend, as I understand it, to control plants selling milk outside of the area nor plants, such as chocolate and condensed milk, within the area who are manufacturing milk within the area.

The Government possibly will no doubt set up some plan that these plants will have to operate under, probably under

the same jurisdiction, but it is not the idea of this organization that that should happen, therefore those folks who opposed the agreement on that ground were doing it without having enough information. Had they been properly informed, I do not believe they would have opposed the plan.

Other groups opposed it because they were led on by some of the distributors in our territory: distributors who were not satisfied with the \$.10 retail price on the markets who wanted to increase their retail price of "B" milk to \$.11 and of course they expect to pay their farmers a little more money, but their whole aim apparently was to widen their spread. This organization opposed that, because we do not believe that at the present time, with possibly the exception of the seashore trade, any price of "B" milk within the Philadelphia Milk Shed should be above \$.10 per quart and \$.06 per pint.

If this trade agreement is approved by the Secretary of Agriculture, at Washington, it will mean more than \$300,000 per month to the farmers in the Philadelphia Milk Shed, who are shipping through our organization, when the agreement goes fully into effect. I have outlined the possibility of what this trade agreement will mean to our farmers, but it will mean that to them only if they will continue to hold their production in line with the sales. The Government will not permit the fluid milk markets to increase their production at this time. The Government is just as much interested in the farmer in the Middle West who has no fluid milk market as the farmer in this territory and therefore they have stated that all production will have to be controlled and have to be reduced, if prices to producers are to be advanced. Therefore I want to caution you now not to purchase more cows at this time. If you increase production of milk it is possible that the Government will step in and either reduce our price or else insist that we must further reduce our production.

I am not asking you to keep your production below your basics. If the Government approves that July shall be one of the months on which our basic shall be figured for 1934, it is natural that every farmer will want to bring his production up to his established basic quantity and no one will find fault with your doing that, but if you are going to run it way above that established basic quantity, hoping that you can establish a higher basic, I am afraid we are going to run into trouble, and such an action would no doubt ruin anything we might accomplish by the new proposed allotment plan, in the near future.

The whole plan will be based upon a controlled production and unless everyone is going to do his part we will not accomplish the things we have set out to do.

I am asking for your cooperation.

Do You Know:—That on the average, the life of a milk bottle, used in the city delivery of fluid milk, is estimated to be approximately 18 trips on the wagon.

These losses do not only include breakage but non-returns where the consumer uses the milk bottle for various other purposes in the home.

A large percentage of the loss is also due to the malicious attempt to use milk bottles for a target, broken by stones or from shots by small air rifles, etc.

## Amendments to the Proposed Marketing Agreements

Since the publication of the June issue of the Review, in which the Proposed Marketing Agreement was printed in full it has been deemed advisable by the industry that some amendments be made.

We are therefore publishing the amendments to the Proposed Marketing Agreement as presented at the hearing in Washington before representatives of the Federal Government on Monday and Tuesday, June 19th and 20th respectively.

We trust every reader of the Review will carefully note these changes, which may be compared with the original proposed agreement found in the June issue of the Review as follows:

1. Page 6, Column 1, June issue of the Review: Exhibit A line 7, Change 85% to 90%, so that it shall read as follows:—

"Class I milk shall be 90% of the established basic quantity, less 10 per cent of the production up to and equal to the established basic quantity."

2. Page 6 Exhibit A, after line forty-seven, insert the following new paragraph:—

"Small distributors purchasing from 1 to 10 producers not in excess of 60,000 pounds of milk monthly, may pay Basic Price for all their purchases in lieu of carrying their share of the surplus, provided each such dealer reports his purchases to the Secretary."

3. Page 6 Column 2 Exhibit B line ten, strike out the following:—

"Their established basic quantities shall be allotted on a basis which will be equitable as compared with the established basic quantities of all other producers delivering in the same locality as such producers."

4. Page 6—Column 3—change paragraph 9 to paragraph 10 and insert a new paragraph 9 as follows:—

"New Basic Quantities for the period beginning January 1st, 1934 shall be established as follows:—

"The sum of each producer's present established Basic Quantity, his July 1933 production and his November 1933 production, divided by three; no producer will be allowed to increase present established Basic Quantity more than 15%."

5. Page 6—Column 3—strike out from lines twenty-five to forty-two inclusive:—

Add:—  
"Code of Ethics Controlling Selling Prices.

(Retail)

No method or device shall be permitted whereby milk is sold or offered for sale at a price less than that stated in this schedule, whether by any discount, rebate, free service or advertising allowance, or a combined price for such milk together with another commodity where sold or offered for sale, separately or otherwise, except that a dealer may give, in soliciting trade, not more than one sample container to any one household, not already a customer, free of charge in any one month.

(Wholesale)

No method or device shall be permitted whereby milk is sold or offered for sale at a price less than that stated in this schedule, whether by any discount, rebate, free service or advertising allowance, or a combined price for such milk together with another commodity where sold or offered for sale separately or otherwise."

## July Milk Prices 3.5% Test

Under agreement between the Sales Committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed and subject to approval by the Federal Government, the prices to be paid producers for basic milk, during July, 1933, subject to a deduction of 4c per hundred pounds in accordance with marketing agreement submitted to Secretary Wallace, are noted below:

The price of basic milk, 3.5 per cent butterfat content, F. O. B. Philadelphia for July, 1933, and until further advised will be \$2.27 per hundred pounds, or 4.9 cents per quart.

Ten per cent of your production, up to and equal to your established basic quantity, will be paid for by cooperating buyers at a cream price. (If you produce above your established basic quantity, ten per cent of your established basic quantity will be sold at a cream price.) The price of basic milk delivered at receiving stations in the 51-60 mile zone, 3.5 per cent fat, will be \$1.82 per hundred pounds, with the usual differentials and variations at other mileage points.

PRICE OF MILK FOR CREAM  
The cream price for the month of July is based on the average of ninety-two score New York butter, plus 5 cents per pound and this amount multiplied by four, will be the price of four per cent milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be .293 cents per hundred pounds higher than the receiving station cream price. The four per cent price less 20c will be the 3.5% price.

SURPLUS MILK  
Surplus milk shipped during July, 1933, will be paid for by cooperating buyers on the average price of 92 score butter New York multiplied by four, which determines the four per cent price. The four per cent price less 20c will be the 3.5% price.

## New Jersey State Dairy Committee

FIELD DAY DATE  
Thursday, August 3rd, 1933  
Washington's Crossing, State Park

Committee on arrangements has selected these picnic grounds amid beautiful and historic surroundings located seven miles above Trenton on the New Jersey bank of the Delaware River.

There is ample shade, tables and parking space, a nearby place for bathing, baseball diamonds, and quoit pitching courts, which all combine to make this a very desirable location.

Two speeches are planned, one by Governor A. Harry Moore, and the other by Secretary of Agriculture, Wm. B. Duryee.

Mr. Duryee will speak on the work of the Milk Control Board, its problems and its accomplishments.

Every dairyman interested in his industry and the New Jersey dairy situation should arrange to attend and get first hand information pertaining to the future prospects of the industry in New Jersey.

The Committee has endeavored to keep the affair very informal, and those attending are assured of getting valuable first hand information as well as having a pleasant day and getting better acquainted with neighbor dairymen.

The first tile drains used in the United States were shipped from Scotland in 1835 and installed on John Johnston's farm near Geneva, New York. Mr. Johnston laid 51 miles of tile on his farm, and increased his yields of wheat from fifteen to forty bushels to the acre.









# HOME and HEALTH

ELIZABETH McG. GRAHAM, Editor

## Four Things

Four things a man must learn to do:  
If he would make his record true;  
To think without confusion clearly;  
To love his fellow-men sincerely;  
To act from honest motives purely;  
To trust in God and Heaven securely.

HENRY VAN DYKE  
from "Collected Poems."

## "Living To Learn and Learning To Live" at the Eleventh Maryland Rural Women's Short Course

"There's a heap more to education besides what you get out of books", a Southern mountaineer has been quoted as observing.

This was evidently the attitude of the almost five hundred farm women who, despite the flatness of pocketbooks these days, had gathered together enough to attend a week of instruction and fellowship at the recent eleventh Rural Women's

To begin with, one looks down the pages of the 1933 program and sees topics like these:—Home Furnishing; Health; Child Care and Training; Tourist Homes; Music Appreciation; Landscape Gardening; Parliamentary Law; Recreation; Foods and Nutrition; Home Management; and Citizenship.

That is part of the answer. For after all, information is the tool with which we

"The cooperative movement is merely a method of securing large financial returns to the farmer. It must be the outgrowth of neighborliness and must develop social loyalties if it is to endure."

EDWIN V. O'HARA



A Typical Gathering at the Rural Women's Short Course, University of Maryland held annually under the leadership of Venia M. Kellar, State Home Demonstration Agent.

## How Much Shall We Can?

It takes thirty two quarts of vegetables per person to supply the needs for seven months a year, says Grace P. Bacon, Pennsylvania Extension Nutritionist, in speaking of homemakers who live far from markets and plan to depend on the foods they can at home.

Families who like vegetables will want to serve two vegetables besides potatoes every day. Greens are recommended for twice a week, tomatoes three times a week with plenty of salads.

If you are getting ready for canning, send a postcard for the new canning leaflet on vegetables and fruits, published by the Agricultural Extension Office, Pennsylvania State College, Pennsylvania.

Paint the lowest cellar step white to save falls.

## "Favorite Recipes From Our Readers"

### Cherry Pudding

1½ cups flour, ½ cup sugar, 1 egg, 1 teaspoon baking powder, ½ cup milk or water. Any kind of fruit may be used, putting layer of batter, then fruit. Steam ½ hour or bake ¾ hour. Can be steamed in double boiler for an hour or a little more.

MRS. HORACE L. WAY,  
Media, Penna.

### Uncooked Sugar Icing

½ lb. XXXX sugar 1 level tbsp. cocoa  
1 level tbsp. butter

Heat about ½ c. milk and add to make desired thickness. When icing a cake which is still hot, make icing thicker; if cake has cooled, make slightly thinner.

ZELMA KIEDEL,  
Lockessin, Delaware.

### Why They Go

What is the secret, the magnetism which draws with such force these homemakers, yes, these mothers and grandmothers, year after year to the University of Maryland?

work. But there's even more to it than that. One wonders. Is it perhaps the gaining of an attitude of mind, a way of looking at education as something which does not end with graduation from high school or college, but continues perpetually? Someone described it in another way as "Our education is a growing."

That being true, these enthusiastic Short Course women, some of them newly-



VENIA M. KELLAR

married probably, others with the white hair of maturity, are being inspired and inspiring each other with an eagerness to equip themselves with new knowledge to meet new conditions around them.

### A Day on the Campus

For the time being they are true college students, breakfasting in the college dining hall early enough to be ready for classes or group discussions from eight to ten o'clock. Assembly period is from ten to twelve, with community singing

(Continued on column 2 of opposite page)

## Your Shopping Service

Louise E. Drotloff

1—Berry pails are being used quite a bit these days to gather the luscious fruit which is so plentiful this season. What child wouldn't pick berries by the hour if promised a pie when he returns with his pail of berries? But often we hesitate to bake these pies because the juice insists on running out. To prevent this, a pie tape made of vegetable parchment has been introduced on the market. It is put on the edge of the pie before the pie is put in the oven, and will keep the juices where they belong—inside the crust instead of on the oven floor. A good sized roll of the parchment tape costs 10c.

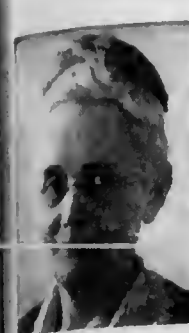
2—Since we are on the subject of baking, let me tell you about decorated baking cups which would make blueberry muffins "fit to set before the king"—to say nothing of the many other uses you can make of them. These cups come in packages of 50 which cost 10c and can be gotten in red, violet and green with the decorations in a deeper shade of the same color. When you stop to think that no greasing is necessary when these cups are used, you will see how much time is saved by using them.

3—Picnic time is here again and our thoughts turn to grassy spots beside shaded streams and good things to eat. To help make the picnic easy for all we would suggest a collapsible table which sells for 25c which you can carry with you anywhere as it folds up very compactly and weighs so little. Set up it stands about a foot from the ground. The top, which is about the size of a card table, is quite sturdy and will hold any number of heavy jars.

(Note:—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded by the Home and Health Department to the stores where they may be purchased.)

## A Scheduled Vacation Time

Hannah McK. Lyons, M. D.



Have you ever heard anyone say, "Oh my, now that school is closed, I do not know what we will find to keep the children happy?"

Might we learn a lesson from the way the teacher plans to keep them happy by seeing that they are occupied every hour? Mothers, however, who are busy with extra duties of the summertime may feel they have no time to plan and are much bewildered to give a wise answer to the child's question, "What can we do now?" But can you afford not to plan? May not an hour's planning save you many hours of time through the week; and better even than this, save nerves being strained and discouraged?

Take the children into your confidence, let them help you plan your household schedule. Too often we do everything for them when it would be much more to the point to let them help. Themselves choosing the thing each one will do this week, and again changing off next week, creates a fine spirit of cooperation and of friendly rivalry.

The home schedule might read:—  
Monday

Clearing up the living room and putting the Sunday clothing away. Helping mother sort the clothes for the wash. Smaller things might be rinsed by a larger child and hung to dry by the younger ones. Bringing in the dry clothes and arranging for folding.

### Tuesday

Ironing day! Help with ironing as seems best. When ironing is finished, sort each child's clothes and put away in his or her drawer, being sure everything is done dry.

### Wednesday

An extra clean up day and perhaps some baking. Put something extra for the evening meal out on the porch or lawn. Very young children can be very helpful and have pleasure talking and planning. I know a young woman getting "thrill upon thrill" just now because she can eat outdoors. She has only a boarded-up back yard in a city with a patch of green grass, a few potted plants and a privet bush, but it is out-of-doors, and her wee winter apartment permits nothing like this. So capitalize on the blue sky and green grass with which you are surrounded. It means health for the children and also yourself.

### Thursday

Maybe 4-H Club day or a neighborhood picnic, or we may be scheduled to entertain a few little friends. But remember it is the child's guest-day, not mother's.

### Friday

Sweeping Day, looking toward being ready for a quiet restful Sunday when we can get off to church and Sunday School without hurry and worry. Sometimes it is baking day and how the children revel in a bake day.

### Saturday

Finished preparations for a Sunday that mother will not have to spend cooking all day. Hot meals through the week follow cold meals for Sunday, and are a welcome change with the family still well nourished. Let each child decide and help make the dessert.

### Sunday

Off to Church and Sunday School after morning chores! At least once a month father and mother can take a walk with the children and live with the wonders of Nature. A bird walk; how many can you

see and name in an hour? I know a State Teachers College where the students returning this fall have been asked to be able to name twenty-five birds and give their calls. Trees; how many do you know by their leaves? Standing in a field; how many different grasses can you find in ten minutes? One person found forty without moving. We talk of minerals as coal, silver and others, but what have you on the roadside at home; name the stones and their minerals. Get a small book to help know these beauties of Nature. Let the children keep the record themselves, hunting for the unknown things. It will fill many an hour happily. And at twilight a Vesper Service with mother at the piano singing the favorites that the children love. Campers all talk of the Vespers; why not a Home Vesper to close a happy day?

Your own schedule will be much fuller of details as the family writes it. But you are asking, but why bother, why not slip through? Is such a schedule as this merely one for getting more work out of the children? Oh no, never, but rather for the finest kind of education that a child can have.

We must never forget that children cannot keep sustained interest for a long time in any one thing, so here is mother's opportunity to see that the task is not too big. Too many of even us grown-ups have the honor of good beginnings and much doing well, but the finished job is never seen. If we can help our small folks avoid this habit of not finishing that which has been begun, it will be worth all the effort put on a summer schedule.

You will send them back to school with a satisfaction not felt before when you just slipped through the summer. You will try it again next vacation time, and the children will have an education such as is not learned in books, but which will fit them to meet the emergencies of life; and later when college days or their life work claims them, they will look back with the keenest delight to the scheduled summers at home during vacation time.

## "Living To Learn"

(Continued from opposite page)

and outstanding lecturers. After lunch, other classes and a rest period follow. The evenings are given over to music or perhaps a play arranged by one of the country groups. One evening a large "student reception" was held by President and Mrs. Pearson. By the end of a day like that, do you wonder that the Short Course members have been able to so completely throw off household responsibility that a reminder had to be made in assembly meeting one morning by Miss Venia Kellar, the well-loved originator and director of the Short Courses, that these talkative school girls who obviously could not go to sleep at ten o'clock at least should put out their lights and try to do so before two!

### Changing With the Times

"One of the greatest needs of agriculture is to have people change with the times", said George N. Peek, our new National Farm Administrator in addressing the 4-H Club boys and girls, at their encampment in Washington. Not, of course, suggesting that we change what we look upon as the fundamentals. We couldn't change these if we were to try. But rather that we do actually make our rural living "a growing", adapting; ourselves to today and preparing for the tomorrows. And we, even little infinitesimal citizens that we are, may thereby gain something worthwhile to contribute to our family and community life.

## Rural Boys and Girls Represent States at National 4-H Encampment at Washington

Down in Washington under the trees of the grounds of the United States Department of Agriculture, with the majestic Washington Monument towering in the distance, the seventh national 4-H club camp was held from June 15th to 21st.

All those who have a belief in the fine quality of our rural boys and girls, would

chance to discuss the new Agricultural Adjustment program, cooperative marketing and some of our present-day rural problems.

"We have no rules for conduct in this camp", said George E. Farrell, camp director. "We assume that these young people are here because they are exceptional, and in our seven years' camp experience they have given us every cause to justify our confidence in them."

Pennsylvania's representatives at the National club camp were: John Alwine,



MARYLAND'S 4-H CLUB REPRESENTATIVES

Left to right: Dorothy Emerson, State 4-H club agent; Lee R. Howes, Montgomery county club member; Elizabeth Yoder, Baltimore county club member; Mary A. Cuffman, Washington county club member; Harold Hollinger, Caroline county club member; and E. G. Jenkins, State boys' club agent.

have felt their faith well grounded could they have looked at the faces of this group. Two boys and two girls, selected as representatives by each of about forty states as outstanding in their club work and character, were assembled for the 1933 national encampment.

The campers were housed in tents loaned by the U. S. Marine Corps. Speakers prominent in the national government and in agricultural affairs met with the boys and girls. A series of morning conferences gave the young people a



THE NEW JERSEY GROUP AT WASHINGTON

Left to right: J. L. Glass, county club agent; Stanley White, Middlesex county club member; Edna Jane Bisbing, Mercer county club member; Edna Mae Beal, Salem county club member; Willard Eakus, Gloucester county club member; and Alice M. Seely, home demonstration agent, Ocean county.

Middletown; Paul Coleman, Lewistown; Mary Hower, Northampton; and Mary Kriebel, Barton.

All of these young people have been active as officers of their clubs and have assisted in local club leadership and in state club activities at Harrisburg and State College.

## Amusements For Summer Months

A popular addition to the program of many organization's summer meetings, which frequently take the social form of a picnic or some other out-of-doors form, is that of games. When the weather is too warm to make the following games suitable, substitute some of the quieter ones which your own high school boys and girls will be able to suggest.

Vacation time presents its play problems to parents whose farm may be too far away from neighbors to provide playmates. For such, the idea carried out by one mother in Montgomery County, Pennsylvania, may be suggestive. This

of the players is blindfolded and placed in the center of the circle. All the rest in the ring dance around him until he points at some one. That one enters the circle and the blind man calls out, "Rachel." The other must answer, "I here, Reuben", and move about in the circle so as to escape being tagged by Reuben. Every time Reuben calls out, "Rachel", she must reply, "I here, Reuben", and so it goes until she is caught. Reuben must guess who she is, and if he guesses correctly, Rachel is blindfolded and the game goes on as before. If not, the same individual continues as Reuben and he points out a new Rachel to come into the circle.

### The Straight and Narrow

This game calls for two contestants at a time. A course for each one is marked out by a string stretched across the floor. The contestants are given field glasses and asked to follow a straight and narrow path, by walking the string, and watching the string by looking into the large end of the glasses. The game requires balance and steadfastness of purpose.

### Poison Snake

(A vigorous Game for Young People)  
Ten to twenty players stand in a circle with hands joined. A volley ball, Indian club, or similar object is placed in the center of the circle, and the object of the game is to have the players in the circle pull each other into the center so as to touch the object. Those who touch it are out of the game. The one who remains longest without touching it is the winner.



PLAYHOUSE FROM UNUSED BUILDING. An idea used by Mrs. Norman B. Shearer, Center Point, Pennsylvania.

mother emptied a not needed little out building which had been used for odds and ends, and turned it into a playhouse for the children. This little building with its opportunity to "pretend" homekeeping kept the children happily and busily engaged for all of their play hours and cost their parents nothing but the trouble of cleaning up a lot of rubbish.

### Reuben and Rachel

(For Young Folks and their Elders)

In playing Reuben and Rachel, the group forms a circle, joining hands. One

"One of the greatest needs of agriculture is to have people change with the times."

GEORGE N. PEEK.



## Eases Mortgage Load of New Jersey Farmers

Payments on the principal of loans obtained through the Federal Land Bank of Springfield, Mass., are to be optional with borrowers for the five-year period beginning July 11, provided interest, taxes, insurance and other charges against borrowers' farms are paid promptly. H. F. Johnson, assistant secretary of the Springfield bank, said on June 23rd, in discussing legislation passed recently in Washington to ease the farmer's debt load.

Addressing officials of New Jersey's 18 national farm loan associations, and the State's county agricultural agents, Mr. Johnson expressed the opinion that not many borrowers through the Springfield bank would discontinue annual installment payments on the principal. He said some borrowers might find it necessary to discontinue payments temporarily, but not for the full five years.

"Aid will be extended to all borrowers both old and new", he said, "by the reduction in interest rate to 4 1/2% per cent per year during the next five years. This annual saving of one per cent, amounting to an approximate total of \$259,250., will be effected on the loans outstanding in New Jersey. The low rate will also apply to new loans made during the next two years, and on interest due up to July 12, 1938. A rate of 5 per cent will be charged on any loans made by the bank which do not come to it through national farm loan associations."

Mr. Johnson said that inquiries for loans have greatly increased since the recent announcement that new loans would be made, when eligible, at the lower rate of interest. The bank is continuing to make loans, closing as many in May this year as a year ago in May. They are limited to half the appraised value of the land for agricultural purposes, plus one-fifth of the value of the improvements. Much interest was shown in the loans being made by the agent of the Land Bank Commissioner, who is stationed in the bank and for whom the secretary-treasurers of the national farm loan associations act as correspondents and who likewise receive applications for commissioner's loans. Commissioner's loans are made from federal funds, whereas the Land Bank sells its bonds to obtain funds to loan.

Mr. Johnson explained that such loans differ from the land bank loans in that second mortgages can be accepted on farm property and also chattel mortgages on personal property. He said the commissioner's loans plus all other liens against the property of the farmer could not exceed 75 per cent of the appraised value thereof and that the interest charged is 5 per cent per year.

It is anticipated that most of these loans will be on the security of second mortgages and that the funds will be used to pay off existing indebtedness or to supply working capital. He cited several examples showing where creditors have made substantial reductions in the amounts owed in order to get cash. This reduction applied to first and second mortgages and also to unsecured debts.

Mr. Johnson emphasized the fact that the loans can be made only on satisfactory security as provided by law and that they must be repaid on schedule. He said, "it is the policy to extend every possible assistance to the honest, well intentioned farmer so far as it can be done in a sound business-like way under the terms of the recent legislation." "Loans will be made", he said, "primarily to farmers who show integrity of purpose and will do their part, and where the benefit will accrue to the farmer."

## Milk Production and Pasturing On June 1, 1933

Bureau of Agricultural Economics, Washington, D. C.

Total milk production appears to continue very close to production at the same time last year notwithstanding the marked improvement in pastures during May and the marked increase in the prices of both dairy products and of feeds during the last three months. The increase in the number of cows continues to be offset by low production per cow. On June 1 crop correspondents were securing a daily average of 16.57 pounds of milk per milk cow in their herds compared with 17.0 pounds last year and a June 1 average of 17.85 pounds during the previous five years. East of the Mississippi River the low production per cow is due chiefly to less intensive feeding and to the smaller percentage of the cows being milked. On June 1 dairy correspondents in most States of this area were, on the average, feeding fully 10 per cent less grain and concentrates per cow than on the same date last year and nearly 20 per cent less than two years ago. In the Corn Belt States west of the Mississippi River the dairy situation has been much helped by the increase in the price of butterfat. Grain supplies are ample, feeding continues fairly liberal, and production per cow is about the same as at this time last year. West of the Rockies and in the Southwest production per cow on June 1 was low chiefly because pastures are still poor though much better than a month ago.

The condition of dairy pastures on June 1 was reported as 82.5 per cent compared with 78.3 per cent on that date last year and the June 1 average of 84.7 during the 10 years from 1920 to 1929. On May 1 pastures were quite generally reported as late or poor and the condition of pastures in dairy States was the second lowest that had been reported for that date. During May pastures improved in all except a few Southeastern and Southwestern States and by June 1 the condition of pastures was up to or nearly up to the 1920 to 1929 average except in the New England States, the Southern and Southwestern portion of the Cotton Belt, an area in the Central Great Plains region and the Western group of States exclusive of Montana.

## Holsteins Average Highest In Milk and Butterfat

An interesting study of the long-time official tests made by registered Holstein-Friesian cows has just been completed which shows the superior producing ability of this important breed of dairy cattle. In the Yearly Division says the Holstein-Friesian Association of America, there are 32,144 records with an average of 16,765.4 pounds milk and 569.9 pounds fat. There are 11,607 records in the Ten-Months' division with an average of 14,018.1 pounds milk and 474.2 pounds fat. Naturally the full-aged cows tested for a year showed the highest yield with an average of 18,860.8 pounds milk and 640.2 pounds fat for 11,692 records. Production averages gradually decreased for the younger age classes with senior 4-year-olds yielding 603.2 pounds fat, junior 4-year-olds 589.2 pounds, senior 3-year-olds 560.2 pounds, junior 3-year-olds 529.9 pounds, senior 2-year-olds 503.8 pounds, and junior 2-year-olds 479.8 pounds. In the Ten-Months' Division the same general trend in production averages by ages was found.

## Farmers' Field Day at Penna. State College

Dairy department exhibits and meetings were among the outstanding features of the annual Field Day conducted by the Pennsylvania State College agricultural experiment station at State College, Thursday, June 15.

More than 1500 Keystone farmers and their families attended college for a day to participate in the activities. Special programs on nearly every phase of Pennsylvania agriculture were held throughout the day including, lectures, discussions, contests, and demonstrations.

Features of interest to dairymen included a number of exhibits by the Dairy department, meetings and demonstrations on breeding, management, and marketing problems. A hay school with discussions on grades of hay and their feed values and cutting, curing, and storing also proved of interest.

Dr. J. F. Shigley, Professor of Veterinary Science discussed breeding troubles and told the dairymen care and management are essential in combating these problems. He explained that prevention is the most important method of control, and that dairymen should give young calves intelligent care and keep them developing normally; select animals from families that are regular breeders; give adult animals proper care, including a reasonable rest period for milking cows, and examination by a veterinarian in case of breeding difficulties.

Under troubles are of economical importance to dairymen, Dr. B. Scott Fritz, Bureau of Animal Industry, of Harrisburg, Pennsylvania, told those attending the morning session. Dr. Fritz explained that the cow is a delicate machine requiring unusual care if she is to produce her maximum supply of milk. He described two forms of udder troubles; one the general infection of the udder appears suddenly with swelling making the animal sick. This type requires the attention of a veterinarian and usually terminates in the complete loss of one or more quarters.

The second form or catarrhal type of mastitis, Dr. Fritz described as usually being present in a few cows in most herds.

## What Happens to the Wheat Crop

Three things happen to the annual wheat crop of the United States. From 600,000,000 to 700,000,000 bushels go into domestic consumption. Since 1923 this consumption has increased less rapidly than the population. The two other channels into which the supply goes are exports and carry-over. As the exports decline, the carry-over mounts. Records of the United States Department of Agriculture show that in the year ended June 30, 1923, we exported 205,000,000 bushels and had a carry-over of less than 100,000,000 bushels. In the year ended June 30, 1932, we exported 112,000,000 bushels and had a carry-over of 362,000,000 bushels—three times the normal.

It might be supposed that these declining exports and mounting carry-overs implied a slump in world wheat consumption. As a matter of fact, the world consumption of wheat grew steadily in the last decade. In the 1930-31 season the total apparent disappearance of wheat outside Russia and China was 3,800,000,000 bushels, as compared with only 3,200,000,000 bushels in 1921-22. World wheat consumption in the depression year 1930-31 exceeded that of the preceding year and about equaled that of the highly prosperous season 1928-29. It was not falling consumption that brought about our mounting wheat surplus. It was rising production here and abroad.

## Back to Farm Legislation Explained by State Officials

Senate Bill No. 438, recently approved by Governor Pinchot, authorizes cooperative agricultural associations organized under the provisions of the noncapital stock act of June 12, 1919, or the capital stock act of April 30, 1929, to acquire land for agriculture by purchase, gift or otherwise, which lands may be designated by the associations as State emergency relief farms.

The associations may purchase land from which the ownership of minerals, gas or oil and the right to mine and drill for or remove the same have been excepted or from which water rights, timber rights or other rights have been excepted or reserved, provided, that such exceptions or reservations will not interfere with the proper use of the land for which it was acquired. Improvements and buildings which may be required for the proper utilization of these lands may be erected or constructed by the associations.

Rentals paid by the lessee to the associations shall be credited first to the payment of interest at a rate not exceeding six percent on the unpaid balances of the actual investment by the association in each such lessee, including the cost of land repairs thereof. The balance of such rent shall be credited to the principal of such cost until the whole thereof shall be paid, at which time the associations shall execute and deliver a deed conveying a fee simple title to such plot of the lessee and/or his heirs.

The associations may adopt and promulgate rules and regulations covering the failure by the lessees to perform the duties required of them under this act and such rules shall be embodied in the contract or lease and shall be binding on the lessee.

## Emergency Relief Farms

Cooperative agricultural associations acquiring lands for utilization as State emergency relief farms may divide such lands into plots of tillable land and woodlands and lease such plots to heads of unemployed families, resident in the State, who are capable of tilling same and who are at the time receiving aid from public sources, at a yearly rental of ten percent of cost. The associations may build or repair a dwelling house and a barn and other conveniences on each of these plots and dig or drill a well thereon, provided that the cost of no single plot together with improvements thereon shall exceed twelve hundred dollars. The lessee of each plot shall till the soil, keep fences and improvements in repair, keep the buildings insured in an amount equal to their cost to the associations and in addition to the payment of rent, shall agree to pay the taxes. The associations may at the request of any lessee furnish necessary farm implements, seed and fertilizers to properly plant and cultivate such plot and also furnish livestock to such lessee upon request.

The associations are authorized to borrow money from the Reconstruction

J. H. Weaver, State College, Pennsylvania and Lewis Walls, Martinsburg, Pennsylvania won the log sawing contest by sawing through a 19 inch red oak log in 58 3/4 seconds. Mrs. Harold Brunner, Smulton, Pa., was the winner in the turkey weight guessing contest. T. A. Neal, Martinsburg, Pa., won the wheat seed infested oat guessing contest. J. H. Glick, Reedsville, Pa., and Joseph K. Larimer, Pennsylvania, were first in the fertilizer contests, and Eugene P. Colyer and Charles F. Ulerly were first in the requirement guessing contest.

## Future Farmers to Meet at Penn State

Future Farmers' Week at the Pennsylvania State College has been scheduled for August 14 to 17, W. F. Hall, of the agricultural education department, announces.

Several hundred students of vocational agriculture will attend. State-wide contests in livestock, dairy, and poultry judging will be conducted. Winners will be selected for participation in national contests.

In the public speaking contest, the winning participant will represent Pennsylvania in the northeastern states regional contest. There will also be a farm mechanics contest.

The annual conference for supervisors of vocational agriculture, previously held at Eagles Mere, will be an activity of Future Farmers Week this year. Subject matter instruction and training in methods of instruction will be given by specialists of the college and members of the staff of the State Department of Public Instruction.

To keep the bluegrass vigorous, fertilizers should be applied in early spring and early fall, when bluegrass makes its growth. Midsummer applications merely encourage the crabgrass. A complete fertilizer high in nitrogen, such as 6-8-4 is recommended.

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Rentals paid by the lessee to the associations shall be credited first to the payment of interest at a rate not exceeding six percent on the unpaid balances of the actual investment by the association in each such lessee, including the cost of land repairs thereof. The balance of such rent shall be credited to the principal of such cost until the whole thereof shall be paid, at which time the associations shall execute and deliver a deed conveying a fee simple title to such plot of the lessee and/or his heirs.

The associations may adopt and promulgate rules and regulations covering the failure by the lessees to perform the duties required of them under this act and such rules shall be embodied in the contract or lease and shall be binding on the lessee.

## Local Initiative Necessary

Cooperative agricultural associations may be formed for the purpose of carrying out the provisions of this act by five persons engaged in agriculture and charters for such organizations may be procured after following the procedures outlined in cooperative act of June 12, 1919 or the act of April 30, 1929, through the office of the Secretary of the Commonwealth, Harrisburg, Pa.

No funds were specifically appropriated by this act to assist in the formation and supervision of these associations, and no Department of the State Government was given any direct responsibility in the project. Taking advantage of the provisions of the act, therefore, becomes largely a matter of local initiative and action. Information on procedure in forming cooperative associations can be secured from the Bureau of Markets, Department of Agriculture, Harrisburg, Pa.

## Day by Day in the Association Offices

A day's work in the offices of the Interstate Milk Producers' Association in Philadelphia, covers a very wide range of problems, in addition to current detail work.

While most of this work is taken care of in the various departmental branches, such as the Sales department, the Field and Test department, the Statistical department, the Quality Control department, and others, there is a vast amount of work of a general nature that is shared by the various departmental heads.

The general office work of the Association is largely of a special nature. Its department in charge of membership, from its records present every detail of each individual members record, his basic averages, his production, his sanitary records, and many of the various details that have to do with his production and marketing program.

In the Field and Test department, in addition to records of members' butter fat, other production records such as temperature of milk delivered are recorded.

Records and reports on marketing programs, both within and without the area are maintained and are on file, as are also records of competitive programs having to do with the purchase and sale of milk,

Finance Corporation, Washington, D. C., or any other department or agency now or hereafter created by the Federal Government, in addition to the borrowing powers granted by the cooperative acts under which they are chartered, and issue notes, bonds and other evidences of indebtedness therefor and give security in the form of mortgage or otherwise for the payment thereof.

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## Famous Duck Returns Again

A female mallard (No. 555414), that for each of the last 6 years has nested in a box on the roof of a barn in Nebraska, is back again this year, according to reports to the Biological Survey, United States Department of Agriculture.

This wild duck has set up a record for escaping the guns of hunters and for returning to the same spot to nest every year. She returned with almost clocklike regularity for 3 years—arriving March 12, 1928; March 10, 1929; and March 11, 1930. In 1931 she came on April 9, and last year on February 21. This year she returned to the old schedule, March 12.

This duck was banded November 29, 1927, by F. J. Keller, on his game refuge at Antioch, Nebr., and has returned each year and nested in the box on his barn roof. She usually raises two broods of ducklings. This year the eggs were all runs, and would not have hatched, so Mr. Keller substituted a set of normal wild-duck eggs. She is known to have reared more than 100 ducks.

Officials of the Biological Survey have advanced the suggestion that should Mallard No. 555414 finally fall before a duck hunter, she be mounted and presented to Mr. Keller. Her original band, while still legible, shows the effect of the 6 years' wear, so Mr. Keller placed a new band on her other foot this spring. Now she carries two bands and the number of the new one is A604109.

## Legal Bushel Weights In Pennsylvania

In response to numerous requests, the Pennsylvania Department of Agriculture publishes the following compilation of legal bushel weights now in force in the Commonwealth as provided in the Act of July 24, 1913, and subsequent amendments:

Fruit	Pounds
Apples, dried	45
Apples, dried	25
Cherries, with stems	36
Cherries, stemmed	64
Cranberries	32
Currents	40
Gooseberries	40
Grapes	48
Peaches	48
Peaches, dried (peeled)	38
Peaches, dried (unpeeled)	33
Pears	50
Plums	64
Quinces	48
Raspberries	48
Strawberries	48
Vegetables	Pounds
Beans, dried	60
Beans, castor (shelled)	46
Beets	56
Cabbage	50
Carrots	48
Cucumbers	48
Horseradish	50
Onions	50
Onion sets	28
Peas	50
Peas, green (unshelled)	28
Peas, dried	60
Potatoes	60
Potatoes, sweet	54
Rutabagas	60
Spinach	12
Tomatoes	56
Turnips	56
Grain and Grain Feeds	Pounds
Barley	48
Bran	20
Buckwheat	48
Corn, shelled	56
Corn, ear (husked)	70
Corn, meal	50
Hominy	60
Oats	32
Rice, rough	45
Rye	56
Rye meal	50
Shorts	20
Speltz	40
Wheat	60
Grasses, Forage, etc.	Pounds
Alfalfa seed	60
Blue grass seed	14
Broom corn seed	50
Clover seed	60
Flax seed	56
Hemp seed	44
Herb grass	45
Hungarian grass seed	50
Kaffir corn	56
Lentils	60
Linseed	56
Millet	50
Orchard grass seed	14
Rape seed	50

## Proper Cooperation Has Real Value

In many cases producers are disposed to criticize their marketing agencies but the leaders have had long experience in the marketing problems and must weigh every angle of the situation before introducing and carrying out new programs.

The great marketing program of the Inter-State Milk Producers' Association was not built up in a day—and cannot be changed in a day unless it be to the detriment of many of its producers. A false move at any time may require years of effort to correct and usually it is the farmer who must bear the brunt of any unfavorable movement.

In these days it requires the closest kind of cooperation to bring about the desired result. Cooperation among the individual membership, cooperation among the various groups of members, or local units, if you please, and cooperation among the cooperative agencies themselves.

Truly all these things can not be done in a day, a week or a month, but they must be done if the welfare of the cooperative membership on the whole is taken into consideration.

A bargaining organization has two prime functions to consider in the conduct of its business—it must consider fully the welfare of its membership not merely as individuals, but as a whole and it must consider the welfare of its distributors those who purchase, process and distribute milk to the consuming public.

Each of these two great parties have rights and privileges—each are endeavoring to conduct their business from a profit making standpoint. There are differences and still more differences but these can usually be ironed out when all the facts in the case are brought out and the cards laid, face up, on the table.

But there is a new menace which has entered the field—the unorganized producer and the non cooperating distributor. This is the problem that should have our particular attention. In most cases it is the unorganized producer or the non cooperating distributor that breaks down the price structure of the organized producer and distributors.

Price concessions, either on the part of the producer or the distributor lead toward most dangerous practices. Practices under which both parties may result in financial ruin and often tear down with them all the efforts that have gone toward the upbuilding of a good sound business program which may have been enjoyed for years.

In these days of stress some producers—occasionally those who have heretofore exhibited the soundest judgment, have gone astray. Their grievances—largely imaginary have been taken up by others—whose judgment may not be entirely sound, largely because of their lack of information and some unsound program may be launched—it may gather momentum but in most cases it leads to a bitter end—with money losses and failure for all.

The best success in the end is through cooperative effort with fair play and fair dealing for all. But, such an end requires close study and careful leadership—and a willingness to be led—so often the stumbling block in cooperative work.

Let the membership of the Inter-State Milk Producers' Association, stand as one man in the support of a movement which will bring them ultimately out of the depressed condition in which the dairyman finds himself today.

Uncle Ab says that if you know how to spend your time you need not worry much about how you spend your money.



## WARNER LIME

for all farm requirements

for Whitewash  
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## COWS For Sale

I can furnish at all times fancy, high-grade Wisconsin, Minnesota and Ohio, Jersey, Guernsey and Holstein cows, 1st and 2nd calf heifers, from modified accredited areas and abortion tested, to freshen in 10 to 30 days, and all A-No. 1 stock in carlots, and ship from above points, freight prepaid at lowest prices ever quoted, and you pay for cows at arrival if satisfied. Every cow guaranteed as represented. Can also furnish fancy, high-grade accredited N. Y. State cows in any number.

Satisfaction guaranteed. Any further information will be cheerfully given.

All breeds of rams and ewes.  
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Write for samples and complete quotations.

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It may seem to be pretty difficult to solve every problem that comes to us in a satisfactory manner. However, there may be ways and means of doing it. Maybe your neighbor can help you—or probably your county agent may be able to solve your problems. If not, consult the leaders of your industry, particularly those in the dairy industry, if your problems be along dairying lines.

## Need Production Control Despite Price Advances

Farmers are asking, "What about the present price level of farm products? Is production control necessary now that farm prices are advancing?"

Officials of the United States Department of Agriculture answer those questions this way: "Inflation alone will not restore the pre-war purchasing power of the over-produced commodities cotton, wheat, corn, hogs, rice, and tobacco. The increases (in prices since the first part of March) were due in part to anticipation of the probable effect of general inflationary measures, and in part to anticipation of the effect of production adjustments possible under the new Farm Act."

The Department officials say further, "Higher prices caused by inflation alone may tend to increase production and to intensify the actual maladjustment between production and effective demand for farm products. Desirable as a rise in the general price level is, under existing conditions it must be accompanied by production control unless and until our normal markets are restored."

And Secretary Wallace adds this final word, "Without controlled production, no price-lifting effort can possibly work; because if there is no control of production, the better price increases the next year's planting, and the greater harvest wrecks the price."

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St.,  
Philadelphia, Pa.

Representing over 22,000 Dairy Farmers  
in the Philadelphia Milk Shed

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Frederick Shangle, Vice President  
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## Milk Control Course At Penn State Ends

Fourteen students were enrolled in the second annual short course for directors of milk control laboratories which has just closed at the Pennsylvania State College, Professor F. J. Doan, of the dairy manufacturing staff, reports.

Uncle Ab says that the more theories he reads about things that need to be done, the less he feels like doing them.



## TUBULAR COOLING INCREASES PROFITS

TUBULAR cooling and aeration of milk means better milk—improves flavor—safeguards against souring. "Rejects" are avoided. Losses are avoided. And in those sections where milk is graded the properly cooled and aerated product brings a better price. And a good tubular cooler doesn't cost you a lot of money. An Oriole Genuine Tubular Cooler, Model A, 35 gals. an hour, will cost you only \$26.00—Model B, 50 gals. an hour, only \$31.00, plus transportation charges. Oriole Tubular Coolers have always been popular with dairymen. No soldered, hard-to-clean corners between tubes—swinging spout—ten 1 1/4" tubes, with big return bends give wonderful cooling capacity—improved trough—strongly built—light weight. All the cooling efficiency of big coolers in coolers of just the right sizes and capacities for your dairy. Write for literature.

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## \$1 RIDES YOUR WEEDS

Here's a new chemical discovery that absolutely RIDES YOUR LAWN OF dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

### WEED-TOX

DOES NOT HARM  
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One dollar bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fixing—no sprayer—nothing else to buy.

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## The Hog Surplus

Unlike the excesses of some other commodities, the excess of hogs in the home market has not been piling up in warehouses. Rather, it is actually being consumed. Pork is a relatively perishable product, and is moved through to the consumer as rapidly as possible for whatever price it will bring. Some parts of the carcass may be cured and placed in storage, but there has not been the normal accumulation of new stocks for some time because packers have feared a loss in such operations.

Storage stocks of pork on May 1, 1933, were 21 percent smaller than those of a year earlier, according to the U. S. Department of Agriculture. Lard stocks were 35 percent smaller and the smallest on record for that date. The total reduction of pork and lard stocks from those of a year earlier was equivalent to about 1,300,000 head of market-weight hogs. This large quantity has been shoved on the market.

## Leafy Alfalfa Is Best

The percentage of leaves as compared to stems is one of the factors to which an inspector and grader of alfalfa hay gives particular attention. A high proportion of leaves is the most important single indication of quality. This is because the leaves of alfalfa carry about three times as much protein in proportion to their weight as the stems do. Protein is the most expensive and most valuable part of alfalfa hay, and hay cured to retain a large proportion of its leaves is worth more and deserves the higher grade. The hay grades, as defined by the United States Department of Agriculture, are designed to reflect real market values and consequently the alfalfa grades emphasize leafiness.

Uncle Ab says he does not know whether happy folks are lucky, or lucky folks are happy; but that happiness and luck go together.

## Farm Radios Increase Despite Depression

One out of every three farm families in Pennsylvania now has a radio, according to the latest estimates of the State Department of Agriculture.

The estimates show that 56,710 farms out of approximately 170,419 in the Commonwealth, have radios. An increase has taken place each year since the first information on the subject was collected in 1924. The estimates by years are: 1924, 14,378; 1925, 18,225; 1926, 21,630; 1927, 27,860; 1928, 35,460; 1929, 42,050; 1930, 48,560; 1931, 52,900; 1932, 55,330; 1933, 56,710.

While the increase during the past year has been relatively less than for any other similar period on record, the trend is distinctly toward more rural radios in all sections despite the depression. Almost as many farm homes now have radios as telephones.

The preliminary estimates as of January 1, 1933 on number of farms having radios, are reported by counties as follows: Adams, 870; Allegheny, 1,320; Armstrong, 1,000; Beaver, 940; Bedford, 570; Berks, 1,150; Blair, 370; Bradford, 1,460; Bucks, 1,290; Butler, 1,250.

Cambria, 740; Cameron, 50; Carbon, 30; Centre, 570; Chester, 2,210; Clarion, 160; Clearfield, 540; Clinton, 270; Columbia, 740; Crawford, 1,480.

Cumberland, 740; Dauphin, 690; Delaware, 420; Elk, 180; Erie, 1,630; Fayette, 40; Forest, 90; Franklin, 700; Fulton, 20; Greene, 890.

Huntingdon, 330; Indiana, 950; Jefferson, 510; Juniata, 300; Lackawanna, 460; Lancaster, 2,120; Lawrence, 780; Lebanon, 70; Lehigh, 1,370; Luzerne, 870.

Lycoming, 810; McKean, 340; Mercer, 190; Mifflin, 240; Monroe, 510; Montgomery, 1,530; Montour, 260; Northampton, 1,260; Northumberland, 600; Perry, 40.

Philadelphia, 200; Pike, 230; Potter, 40; Schuylkill, 650; Snyder, 250; Somerset, 1,250; Sullivan, 240; Susquehanna, 1,200; Tioga, 1,030; Union, 401.

Venango, 760; Warren, 670; Washington, 1,770; Wayne, 1,330; Westmoreland, 1,840; Wyoming, 460; York, 1,980.

## Club Member Makes Money on Potatoes

In four out of five years Maurice Getz, 44-year-old member of Albrightsville, Carbon county, grew more than 400 bushels of potatoes an acre. He attributes his success to practices recommended by the Pennsylvania State College agricultural extension service.

In 1927 Getz produced 440 bushels on a sandy loam soil. A heavy clover sod was plowed under and 1200 pounds of 5-10-5 fertilizer applied in the row at planting time. Disease-free Michigan seed was planted.

The following year Maurice grew 372 bushels. Wet weather interfered. In 1929 he grew 442 bushels, the next year 456, and in 1931 he produced 409 bushels.

In the five years Getz realized \$1404.65 above expenses on his crops despite low prices two years. "This shows that potatoes are profitable," he comments, "if they are grown intensively and the yield is kept above the average. This can be done only by following the proper methods and giving them the best care."

## Twice Removed

Movie Director: "Unmarried?"  
Applicant: "Twice."

—CARNegie TECH PUPPET.

Uncle Ab says that some of the things he hears ascribed as horse sense are really hard on the horse.

## To Every Reader of the Milk Producers' Review

It seems to me that the public should be perpetually reminded that about all the wealth of the world, which includes those necessities which we require to use in exchange for luxuries, come from the earth, and that the most important things which reach us from the earth are the products produced through the Dairy Industry.

The public should know that the farmers of the nation do not hoard their profits. That today they stand ready to pledge any profit they are allowed to make over the cost of production to an amount in excess of ten billions of dollars. That they will spend these billions of dollars for necessities only. That they will give the manufacturers and producers this money for repairs to equipment and replacing that worn out, for paint, wire, machinery, live stock, seed and the hundreds of things which go to make up a moderately well-equipped farm.

Let the public figure it out for themselves. Let them figure that each farmer will not spend less than \$1,000, and for necessities only, and let them multiply this by the number of farmers, and they will readily fall in line to help the farmer to earn a profit which will earn a profit to every other industry in the country.

Very truly yours,

HORACE M. DOBBINS,  
General Manager,  
BROADWOOD HOTEL,  
Philadelphia, Pa.

Advt.

## District Survey Shows Social Life of People

Results of a social study of the Unionville Consolidated School District in Chester County have been published in a bulletin issued by the Pennsylvania State College agricultural experiment station. W. V. Dennis, professor of rural sociology, is the author.

It was found in the survey that a large proportion of the social contacts of both adults and young people were made outside the four townships of the Unionville area. This was due, in part, to the existence of several trade and commercial recreation centers easily accessible to all families.

Major institutions of the community were attended and supported by a small percentage of the population, drawn mainly from the families of the farm owners and those of the retired and professional classes.

The church was the only institution that included any considerable number of people; its direct influence on the youth, however, as measured by their church and Sunday School attendance, was very limited.

Both the adults and the youth in the families of farm tenants and laborers had very little share in the organized social life of the community.

The number of organizations for young people was small, and their enrollment was recruited mostly from the families of farm owners.

Owners of automobiles made more contacts than those who had no car.

The use of the automobile, however, definitely increased the percentage of impersonal, out-of-the-community contacts.

The unique position of the Unionville Consolidated School, its excellent equipment, and its corps of trained teachers gave to this institution great potentialities for meeting community needs and shaping community ideals.



A survey of the records of the health classes of the Philadelphia Public Schools made by Fred F. Lininger, Ph.D., of the Pennsylvania State College and published in the June 1933 issue of the American Journal of Public Health states:—

"A higher percentage of those who received milk at school were reported to have improved in scholarship than was found for other groups".

The Dairy Council is aiding in teaching city children the importance of drinking milk for health.

During the past year the Dairy Council has carried its milk message into practically each grade of the 217 schools in the city of Philadelphia.

Philadelphia Inter-State Dairy Council

219 North Broad Street  
Phila., Pa.



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No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

### STANDARD AUTO POLICY

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## Milk Producers' Review

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Quotations—(see page 5)

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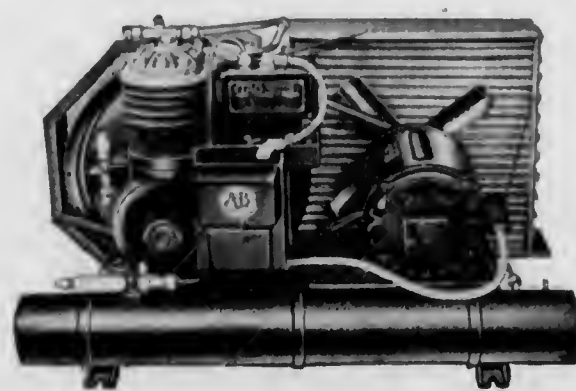


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# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa. and Philadelphia, Pa., August, 1933

Vol. XIV

No. 44

## "Street Milk Samples"

F. M. TWINING

It is the policy of the Field and Test Department of the Inter-State Milk Producers' Association to make, from time to time, a check-up on the butterfat tests of bottled milk being delivered to consumers of the Philadelphia and Suburban area.

Quart samples of different grades of milk are bought from the wagons of distributors and from stores in various parts of the distribution area.

A check-up made during the last week of June 1933 showed the average test of 35 samples of "A" grade milk to be 4.234 B.F. and of 42 samples of "B" grade milk to be 3.652 B.F.

Only one sample of "B" grade milk was found to be under the 3.25% minimum legal requirement for Pennsylvania. It was bought in a suburban territory and tested 3.15%.

## Farm Sale Set Aside

The famous Hansel Farm Sale of personal property in Bucks County, Pa., last February, has been set aside by the Courts in that county.

According to reports the members of the Bucks County Farmers Protective Association, "bought in" the goods. These goods, it is stated, were never removed from the property and are still in the possession of Mr. Hanzel.

## Farm Prices Reach Best Level in Months

Prices paid farmers for agricultural products on June 15, reached the highest level since last January.

The price jump was featured by wool which increased from a State-wide average of 16 cents to 25 cents between May 15 and June 15. Other products for which price increases were reported include corn, oats, buckwheat, hogs, veal calves, sheep, lambs, horses and butterfat. Slight decreases occurred in wheat, barley, milk cows and mules. The index of dairy products increased from 56 to 60, thus reflecting improvement in fluid milk prices.

The June 15 prices with May 15 and pre-war comparisons follow:

Commodity	June 1914	May 1933	June 1933
Wheat per bushel	99	84	82
Corn per bushel	74	53	56
Oats per bushel	50	35	36
Barley per bushel	69	51	49
Rye per bushel	80	56	56
Buckwheat per bushel	73	45	55
Hay per ton	10 86	9 60	9 60
Apples per bushel	98	90	90
Hogs per 100 lbs.	7 84	4 55	4 60
Best Cattle, 100 lbs.	6 66	4 25	4 45
Veal Calves, 100 lbs.	7 84	5 10	5 20
Sheep per 100 lbs.	4 90	2 60	2 70
Lambs per 100 lbs.	7 08	5 60	5 80
Milk cows per head	55 06	45 00	44 00
Horses per head	177 00	112 00	115 00
Mules per head	120 00	115 00	115 00
Chickens per lb.	140	126	126
Butter per lb.	26	21	21
Butterfat per lb.	21	22	22
Eggs per doz.	20	131	131
Wool per lb.	22	16	25

Farm Price Index	Pre-war base	1933
United States	100	62
Grain	100	62
Fruits & vegetables	100	68
Meat animals	100	65
Dairy products	100	63
Chickens & eggs	100	62
Unclassified	100	47
Pennsylvania	100	64
Grain	100	60
Fruits & vegetables	100	63
Meat animals	100	64
Dairy products	100	56
Chickens & eggs	100	60
Unclassified	100	60
Price Farmers Pay	100	102
Price Purchasing Power	100	61
United States	100	61
Pennsylvania	100	63

## Peek Calls Conference on Grain Price Situation

A national conference of executives or authorized representatives of organized groups in the grain trades was called on Monday, July 24, by George N. Peek, and Charles J. Brand, administrators of the Agricultural Adjustment Act. The conference was held at the Department of Agriculture, to consider what steps could be taken under the Act to maintain fair and stable grain prices for farmers.

All the principal organized interests engaged in the marketing and handling of grain, from the time it leaves the hands of the farmer until it reaches the consumer, as well as spokesmen for those engaged in grain futures operations, were represented.

A thorough discussion of steps that could be taken under the Agricultural Adjustment Act with particular reference to problems of prices and marketing of grain and grain products is planned.

Representatives of the trades were given an opportunity to outline plans that the different groups or industries already have undertaken. They were invited to offer constructive suggestions as to prompt steps under the Agricultural Adjustment Act to meet the grain price situation.

## Annual Farm Outlook Conference to be Held this Fall; Regional Conferences Discontinued

The annual national outlook conference sponsored by the Department of Agriculture, for the season 1933-34, will be held this year in Washington, October 30 to November 4, instead of in the following January as in previous years.

The change in the outlook program has been made after consultation with State extension services and experiment stations. The Federal economy program and limitations of State funds have made it necessary also to curtail the program for regional conferences, of which four were held last year in the New England, Southern, Mid-Western, and Western States.

Summer and early fall outlook reports are now being prepared by the Bureau of Agricultural Economics, and will be issued on the following dates: poultry and eggs, July 24; dairy, July 31; sheep and lambs, August 2; beef cattle, August 21; fall grains, September 4; hogs, September 11; feedstuffs, September 18.

## Investigation of Bacteria Content of Milk at Grade "A" Plants

A committee has been appointed, consisting of Louis F. Tomey, Department of Bacteriology, Pennsylvania State College, Chairman; K. G. Landsburg, of the Inter-State Milk Producers' Association, and W. S. Holmes, of the Philadelphia Inter-State Dairy Council, to investigate the methods used in computing bacteria reports in a number of grade "A" milk plants throughout the territory. The University of Delaware has kindly offered this Committee the facilities of its laboratory and bacteriologist to assist in this work.

## August Milk Prices

3.5% Test

Under agreement between the Sales Committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed and subject to approval by the Federal Government, the prices to be paid producers for basic milk, during August, 1933, subject to a deduction of 4c per hundred pounds in accordance with marketing agreement submitted to Secretary Wallace, are noted below:

The price of basic milk, 3.5 per cent butterfat content, F. O. B. Philadelphia for August, 1933, and until further advised, will be \$2.27 per hundred pounds, or 4.9 cents per quart.

Ten per cent of your production, up to and equal to your established basic quantity, will be paid for by cooperating buyers at a cream price. (If you produce above your established basic quantity, ten per cent of your established basic quantity will be sold at a cream price.) The price of basic milk delivered at receiving stations in the 51-60 mile zone, 3.5 per cent fat, will be \$1.82 per hundred pounds, with the usual differentials and variations at other mileage points.

### PRICE OF MILK FOR CREAM

The cream price for the month of August is based on the average of ninety-two score New York butter, plus 5 cents per pound and this amount multiplied by four, will be the price of four per cent milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be .293 cents per hundred pounds higher than the receiving station cream price. The four per cent price less 20c will be the 3.5% price.

### SURPLUS MILK

Surplus milk shipped during August, 1933, will be paid for by cooperating buyers on the average price of 92 score butter New York multiplied by four, which determines the four per cent price. The four per cent price less 20c will be the 3.5% price.

## Sterilize Containers to Save Dairy Losses

Dairymen can greatly lessen milk losses during the summer, and in fact throughout the year by carefully scalding or sterilizing all milk pails, strainers and milk cans.

A careful check on the source of bacteria in milk during the summer shows that in most cases the great majority of bacteria can be traced directly to the milk utensils and to strainers.

Souring of milk is caused by the presence and action of bacteria in the milk. Milk fresh from the cow, in most instances, contains very few bacteria and if the entrance of bacteria from outside sources can be prevented the keeping qualities of milk will be very much increased.

All utensils should be immersed in boiling water or subjected to live steam in a closed container.

To pour boiling water over the utensils is not sufficient to destroy the bacteria.

Bacteria increase rapidly at temperatures about 60 degrees Fahrenheit, and on many dairy farms facilities are lacking to cool the milk below this point. Preventing bacteria from getting into milk through sterilization of utensils is a practical and simple means of improving its keeping qualities, says E. B. Fitts, of the Pennsylvania State College.

## Dr. King Named U. S. Chief of Fluid Milk Marketing

The United States Department of Agriculture announced, in mid-July, that Dr. Clyde L. King, of Pennsylvania, had been placed in charge of all national fluid milk marketing agreements.

Dr. King has been a recognized authority on milk marketing for many years. He has served as arbitrator in many milk marketing disputes between farmers and distributors throughout the country. For a number of years he has served as arbitrator in disputes between our own association and the milk distributors in the Philadelphia Milk Shed.

## The Milk Marketing Situation

By H. D. ALLEBACH

Conditions for the month of July have not been as favorable as we had expected. A tentative notice was sent our members that we were planning to use your present established basic quantity added to your production for the months of July and November; the sum of which was to be divided by three, which would be the established basic quantity for 1934.

We found, however, that the farmers in some territories have really increased their production over that of previous months. This gave us entirely too much milk for the month of July, but according to the dealers' reports that we are getting at present, it looks as if production is falling off very fast and no doubt will again be back to normal product on before long.

Taking this into consideration and also the fact that basic price was paid for practically all milk bought in New Jersey, reports for the month of June, on which we base our purchases for the month of August, are not as satisfactory as we hoped they would be. The reports here in our office show that we can not make any change in the percentage basis of payment for basic milk for August, therefore, in a conference with distributors on August 1st we agreed to continue the same percentages during August as we had during June and July, which is ninety per cent of your established basic, less ten per cent for cream, to be paid for at basic price. Anything above that will be paid for at surplus price.

So far the Trade Agreement, which was submitted to Washington, in the early part of June, has not as yet been signed by the Secretary of Agriculture. We are

(Continued on page 4)



## Seasonal Variations In Butterfat Tests

E. P. BECHTEL

As usual, at this time of the year the Field and Test Department of the Inter-State Milk Producers' Association is being swamped with butterfat test complaints, requests for herd kits for checking up on the butterfat tests of members; of the milk of the individual cows, and other demands that special check-ups be made at this and that particular milk plant.

From over the entire territory comes the old familiar complaint, "I have the same cows, the same feed, and give my cows the same care, yet my test drops" two, three or five points or more as the case may be.

Now if we will but stop and consider we cannot help but see that we do not have the same cows we had last week, neither the same feed and it is extremely doubtful if they receive exactly the same care.

In the first place the cow is not the same cow she was last week or even yesterday, she is changing every day, she is older, she is growing nearer the end of her lactation period, her general condition is likely to vary. Any number of factors may combine to change the cow we had yesterday to the one we have today. It is almost certain that at this season of the year the feed is not the same, pasture is drying up or the rains may have freshened it. This season is also a very busy time for the farmer, he is working early and late harvesting hay and grain. Most dairies are more or less neglected at this season. At the very best hours of feeding and milking are likely to vary considerably, all of these things have a direct bearing on the condition and production of the cow.

This season, from April to July, seems to be a period of extremely wide test variations. At one particular plant with 119 patrons shipping during the month of June, 109 tests dropped .315 in butterfat, from the first half of June until the second half of June. 6 were .133 higher, while 4 had exactly the same test both halves of the month.

Having a great many complaints at this particular plant the Inter-State Milk Producers' Association had a field man taking daily samples in this plant every day for fifteen days. His results would indicate that the plant tests were probably correct.

At another plant ten shippers were picked at random from their shippers list and the tests compiled from May until July for the last three years. The average of these ten shippers showed a decline of .20 of 1% from May until July for 1931, .13 of 1% for 1932 and .32 of 1% for 1933.

At another plant where the Inter-State employees were taking samples daily, over a period of a number of months during 1932, twenty shippers were picked at random and their butterfat tests compiled from April until July. 17 out of the 20 dropped from .10 to .60 of 1%.

A paragraph in the "Milwaukee Milk Producer", official organ of the Milwaukee Milk Producers' Association carried the following in its July issue:—

### "Low Tests"

"The milk received since May 20th in this (Milwaukee) market has tested rather low in fat. The unseasonably hot weather may have something to do with this very sudden fall in tests."

The above would seem to indicate that not all the trouble with low tests is experienced in this market.

Of course the average producer is more interested in finding out what to do to

(Continued on page 10)

## Some Current Problems In the Philadelphia Milk Market

T. K. COWDEN, Pennsylvania State College

During March 1933 one hundred milk producers in Delaware, Chester, Montgomery and Bucks Counties, Pennsylvania, were visited by a representative of The Pennsylvania State College. The purpose of these visits was to obtain the opinions of the farmers concerning milk marketing in the Philadelphia territory.

The results given in this report do not represent a cross section of the entire membership of the Inter-State Milk Producers' Association, but show the attitudes of fifty farmers who were supporters of the Association and of fifty farmers who were very much dissatisfied with the milk producers' organization. The producers interviewed were recommended by a neighboring farmer. It was thought that from the interviews with these two extreme groups the strong points as well as the outstanding weaknesses of the Association might be revealed.

After interviewing the producers, permission was obtained from the Inter-State Milk Producers' Association to study the production records of the farmers included in this survey. The farm inspection records, as on file at the Philadelphia Inter-State Dairy Council, were also analyzed.

### Buying Plan

Fifty-two of the 100 farmers were opposed to the basic-surplus plan. Fourteen of the 50 supporters of the Association were opposed to this plan compared with 38 of the 50 farmers who were unfriendly to the Association.

The main arguments presented against the basic plan were that the dealers were using it unfairly to buy cheap milk from the farmers and that the plan was too complicated to be figured out by the average producer. Only 31 of the 100 farmers interviewed said they could figure the price they received for milk. This lack of understanding is a source of much trouble in milk marketing organizations.

The most outstanding suggestion for improving the plan was to separate the base months, while many recommended taking the average for the year's production.

**Analysis of Farm Production**—An analysis of the production records of the farmers interviewed revealed three outstanding facts:

First, those opposed to the plan are the men who are attempting to increase their production. The non-supporters of the Association and of the basic-surplus plan, increased their production 10 to 15 per cent over their 1930 production as compared with an increase of around 3 per cent by the supporters.

Second, many farmers who were not in position to increase their base last October were dissatisfied with the Association and with the basic-surplus plan.

Third, the supporters of the Association and of the basic-surplus plan had a better basic for 1933 in relation to their previous year's production than did those who were opposed to it.

Undoubtedly farm practices influenced the farmer's attitude toward the organization. The farmer who was increasing the size of his herd was, in many cases, against the Association and against the plan. The basic-surplus plan has been used during recent years as a means to restrict production. This procedure has hampered the man who was trying to expand his farm business, and has caused unfriendly relations with the Association.

### Health Regulations and Dairy Council

No one thing has perhaps caused more unrest among the farmers in the area studied than the health requirements. Only 12 of the farmers interviewed felt that the existing regulations are satisfactory. As a whole, the farmers are willing to produce good milk, under justifiable regulations. It was indicated that with the keen competition among foods, better milk is essential if the present consumption is to be maintained.

The outstanding complaint was the uselessness, in the opinion of the producers, of some of the things the farmer has been required to do, such as separating the cows from the horses. The next most common complaint was that inspectors were not consistent in their interpretations of the regulations.

A study of the inspection records of the Dairy Council showed that during the past five years it has been more difficult to get the non-supporters than the supporters of the organization to comply with the health regulations.

The Philadelphia Inter-State Dairy Council is a separate organization from the Inter-State Milk Producers' Association. It has different officials, a separate board of directors and entirely different financial administration from the producers' organization. It was found that less than one-half of the farmers interviewed knew the difference between the Dairy Council and the Producers' organization. It is the belief of some farmers that when producers become irritated at the inspection by the Dairy Council they put the blame on their producer organization and become unfriendly to it.

Some inspection of farms in the Inter-State area is carried on by each of the following agencies: the Dairy Council, the dealers, various municipalities, the state of Pennsylvania and the state of New Jersey. It was the general opinion among producers that only one agency should be permitted to inspect their farms.

Fifty-five of the 100 farmers interviewed were selling Grade A milk. The individual's attitude toward this grade of milk depended to a considerable extent on whether or not he was selling this grade. The chief argument against Grade A milk was that it is "a means for the dealer to make a larger profit at the farmer's expense." The charge was made that many producers receiving the Grade B price deliver milk to the same shipping station as the producers receiving the Grade A payments, and that the two grades are mixed at the station. The producers suspect that the entire mixture is sold as Grade A milk by the dealer.

### Transportation Rates and Country Plant Ownership

Seventy per cent of the farmers said trucking and freight rates are too high. Much criticism was offered because the dealers charged the farmers railroad rates for transportation to market but had the milk hauled for less money by truck. The officers of the Association were criticized for not taking a more active part in the adjustment of transportation rates.

Of the 100 producers interviewed, only 30 favored owning country plants, 64 were opposed and 6 undecided as to the advisability of such an undertaking. Nearly one-half of those opposed to owning plants gave as their chief reason that the ownership of plants by farmers

(Continued on page 8)

## Inter-State Directors Hold Bi-Monthly Meeting

The Board of Directors of the Inter-State Milk Producers' Association, Inc., held its regular bi-monthly meeting at the Association's offices, in Philadelphia, Pa., on July 13th and 14th, 1933.

The sessions were attended by a hundred per cent attendance of the members of the Board and the officers of the Association.

After roll call, the minutes of the previous Directors meeting and those of the various sessions of the executive committee of the Board were read and approved.

Under unfinished business, F. P. Williams, chairman of a committee looking toward the approval and signature by the Governor of the Commonwealth of Pennsylvania of Legislative Bills No. 466, 468, and 1203. He reported that these bills had been signed and were now law of the state.

Frederick Shangle made a report regarding the hotel headquarters and plans of meeting of the next annual meeting of the Association. After discussion it was adopted by motion that the annual meeting be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia.

The report of the secretary of the Association followed and was approved.

F. M. Twining, director of the Field and Test Department, briefly outlined the activities of that department since the last meeting of the Board. The department made 333 calls on members in May and 254 in June. These calls being largely due to adjustment methods to correct rejections of milk by buyers from his records he showed that rejections during May and June, 1933 were 160,448 pounds less than those for the same period last year. A general discussion of testing programs followed, during which the multiplicity of farm inspection methods, by states, dealers and the Inter-State Milk Producers' Association and the Dairy Council were discussed.

A brief report of the recent proceedings of the National Cooperative Milk Producers' Federation meeting in Washington and some of the features of the program looking toward the adoption of the Philadelphia Trade Agreement, under the Federal Adjustment Act, was presented by President Allebach.

The trade agreement program was further discussed by F. R. Taylor, attorney for the Association, who outlined many of the provisions of the agreement. Some modifications of the plan were considered and were to be presented to the national authorities.

Wm. Mendenhall, Chester County, Pa., was nominated and unanimously elected as a member of the executive committee of the Board of Directors to serve on the vacancy occasioned by the resignation of Robert F. Brinton of Chester county, as a member of that committee.

### Second Day's Session

The session was called to order by the president.

Further discussions as to the proposed trade agreement followed. At this time Secretary Zollers, read a telegram from Washington, stating that the tentative program of the Association had been accepted in general.

Individual reports of territorial conditions by the respective directors were then briefly presented. Some membership troubles were reported in some areas, but in most cases they have been due to lack of knowledge as to the existing market conditions. Some misunderstandings were reported as to the plans for establishing new basins, but

(Continued on page 11)

## The Performance of An Outstanding Dairy Herd

By R. G. WALTZ,

Montgomery County Agricultural Extension Association

Systematic breeding combined with careful selection, feeding, and management have enabled H. D. Allebach, President of Inter-State Milk Producers' Association, and his son, Harold Allebach, Trappe, Pennsylvania, to nearly double the average production of his herd in eight years of cow testing association work. His herd of thirty registered Holsteins includes 18 cows of milking age. He first entered his herd in the Montgomery County Cow Testing Association No. 1 in 1924 and finished the first year with an average production of 6367 pounds of milk and 228 pounds of butterfat per cow. This past year, ending May 1, Mr. Allebach's herd led the association with an average yearly production of 11,158 pounds of milk and 384.4 pounds of butterfat for an increase of 75% in milk and 68% in butterfat over his first year's record.

With the exception of 1929 when a large number of heifers came into production, the herd has shown an increase over each preceding year. His record for eight successive years follows:

Association Year	Average Production per Cow Milk	Butterfat
1925	6167	228
1926	6743	228
1927	8630	302
1928	9231	329
1929	8151	288
1930	10507	369
1931	10231	370
1932	11158	384

For the past year Mr. Allebach had an average feed cost of \$100.33 per cow as compared with \$81.88 for the average cow in the entire association. His returns for dollar expended for feed was \$2.09 and his feed costs to produce 100 pounds of milk was 90 cents in contrast to one dollar for the entire association. The owner has a farm of approximately 100 acres and grows corn for the silo and le-

gumes for hay, including soy beans, red clover and alfalfa.

Not only has Mr. Allebach's herd won recognition for high production, but it has also been a constant winner in the show ring. At the 1931 Pennsylvania Farm Show he won two first places, two seconds, one fourth, and one fifth and owned the junior champion female. In 1933 he won two fifth places, one third, and one sixth.

Mr. Allebach attributes much of his success in developing his present herd to the use of good herd sires. He is a member of the Montgomery County Holstein Bull Association, and has been using the association sires in his herd for 13 years. This bull association has been very fortunate in securing good bulls, he explains.

Five of the original bulls were proven to increase the production of their daughters over the dams from 20 to 30 per cent. Following reorganization of the association in 1927 the active and desirable old bulls were retained and young bulls were purchased. At the present time there are seven sires in use in the association, all with outstanding pedigrees. Three of these bulls are sons of Winterthur Bess Burke Best, the youngest son of Spring Brook Best Burke 2nd with 4 records of over 1000 pounds of butter.

Two others are sons of Winterthur Bess Ormsby Donsegis, a son of the great foundation Matron Bess Joanna Ormsby, the only four times 40 pound cow. She has four seven-day records exceeding 40 pounds of butter and four yearly records exceeding 1000 pounds of butter. The other bulls are also from dams and sires of outstanding merit.

By using these outstanding herd sires and good feeding methods, and by keeping accurate production records, Mr. Allebach hopes to continue increasing the average production of his herd.

## Maryland Wheat Growers to Be Offered Adjustment Plan

Plans are being formulated for presenting to Maryland wheat growers the plan of the Federal Government for adjustment of production. It is the aim of this program to bring the buying power of the proportion of the wheat crop that is consumed as human food in the United States up to that of the pre-war period. Adjustment payments are offered on the 1933, 1934, and 1935 crops in return for contracts to reduce acreage in the 1934 and 1935 crops. A processing tax has been imposed on the milling of wheat, effective July 9, to provide funds for the plan.

It is emphasized that the new plan does not interfere in any way with the sale of this year's crop of wheat. Growers are advised that they may sell their wheat at any time, at any place, and in any way that they desire, and it will not influence their eligibility for adjustment payments, if they desire later to accept the plan for reduction of acreage. Allotments for production will probably be based upon average production for the three years 1930 to 1932, and not on this year's crop.

The following figures are indicating the near future.

that the supply of wheat is still far above the effective demand. Our present carry-over is more than 350 million bushels. Our average crop for the last five years has been 844 million bushels. Each year we consume about 625 million bushels for food, feed, seed and miscellaneous. In the last 12 months we exported about 35 million bushels. Now, if we assume the possibility of exporting in the next 12 months 50 million bushels, and if we also assume a crop this year as low as 550 million bushels, it would be necessary to dig into the surplus to the extent of about 125 million bushels. This would still leave a July 1, 1934, carryover of about 225 million bushels, which would still be double the normal carryover.

It is the belief of Federal authorities that wheat production must be cut down to meet demand. The cut is to be made voluntarily in each region, State, and by each individual farmer. It is the aim of the Government to make it profitable for the farmer to make this cut. Details of the plan are to be explained to Maryland farmers, at meetings and otherwise, in the near future.

## Milk Market Conditions and Prices in Other Leading Territories

### New England

The June price, says the New England Dairyman, established by consolidated dairies, is \$2.42 a hundred weight, for 3.7 milk delivered in Boston. It is an advance of 36 1/2 cents over the May price, up to the 29th, when the advance was made. Class II milk was also advanced about 8 cents per hundredweight.

Production in June did not reach as high a peak as it did last year. Cut price problems have been a factor in the Consolidated Dairies markets.

### Hartford, Conn.

Quoting from the "C. M. P. A. Bulletin" official organ of the Connecticut Milk Producers' Association, Hartford, Conn., we note that the July price for Grade B milk sold on the one price contract was as follows: Class I, fluid milk, 6 cents per quart; Class II, milk made into cream, that is to be sold in fluid form, the butterfat in this milk shall be paid for at 13 cents per pound above the month's average of the Boston butter market; milk to go with the fat; Class III, all milk made into manufacturing purposes, except butter. The fat in this milk shall be paid for at 5 cents per pound above the month's average of the Boston butter market, milk to go with the fat. Class IV all milk used in making butter. The fat in this milk shall be paid for at the price per pound of the month's average Boston butter market.

June prices for Class I milk are quoted at \$2.67 per cwt. or 5.75 cents per quart; Class II, \$1.4178 per cwt. or 3.0482 cents per quart.

### Baltimore, Md.

Quoting from the "Maryland Farmer", official organ of the Maryland State Dairymen's Association, we note that the June prices for fluid milk are given as follows for milk of 3.5 butterfat content. Class I, 15 1/2 cents per gallon; Class II, 12 1/2 cents per gallon and Class III, 8 1/2 cents per gallon.

### New York

"Members of the Dairymen's League Cooperative Association, Inc. will receive", according to a recent release by the Association, "14 cents more per 100 pounds for 3.5 milk produced in June than was paid in May, and 28 cents more than the return in June, 1932."

"Producers delivering to Class A volume plants will receive payment for their June milk on a basis of \$1.29 per hundred pounds at the 201-210 mile zone. Those delivering to Class B volume plants will receive payment on a basis of \$1.27 and those delivering to Class C volume plants will receive \$1.23."

"Producers delivering to plants which have not earned the volume differential will receive payment on a basis of \$1.17."

"Approximately half of the dairymen marketing their milk through the Dairymen's League deliver to plants that have earned the volume differential by building up the volume to a point that makes possible a highly efficient operation. Lowering the plant costs in this manner brings an increased price to the farmers."

"The gross pool price for 1932-1933, (year ending March 31, 1933), according to the Dairymen's League News, was 1.09285 for 3.5 milk, deductions of .05395 for Administration costs, etc. and .0784 for certificate of indebtedness, brought the cash payment to the producer, for 3.5 milk, during the fiscal year, to \$0.9605 per 100 pounds."

### Peoria, Ill.

June milk prices, according to "The

Milk Producer", official organ of the Illinois Milk Producers' Association, Inc., net to members for 3.5% milk, f. o. b. Peoria, were as follows: Base milk, \$1.60 per hundredweight; Surplus milk, 93 cents per hundredweight.

June milk receipts were disposed of to dealers as follows: Class I, 37%; Class II, 52%; Class III, 11%.

### Louisville, Ky.

The Falls Cities Cooperative Dairymen's Association, operating in the Louisville, Ky. area, will, according to its official organ, pay its members for June, as follows: Grade B shippers will receive \$1.72 per 100 pounds of milk for 67 per cent of base; Grade B milk shipped in excess of base will be paid for at \$1.09 per 100 pounds.

All prices quoted are for 4% milk delivered to the dealers platform. The differential for fat above or below 4% milk will be 2 1/2 cents per point for June.

### St. Louis, Mo.

The price for July milk, according to the "Sanitary Milk Bulletin", official organ of the Sanitary Milk Producers' Association, St. Louis Dairy District, is \$1.16 per cwt. net for 3.5 milk, f. o. b. country stations in the 50 mile zone. For every 10 miles past 50, the price at the station located in this zone will be 2 1/2 cents less than the next inner zone. The above price is for the total surplus.

The net price for June first surplus is 90 cents per cwt., for 3.5 milk, f. o. b. country. The net price for June second surplus is 74 cents per cwt. for 3.5 milk f. o. b. country.

Buyers pay Sanitary Milk Producers' 4 cents per cwt. on all surplus.

### Chicago, Ill.

June milk prices in the Chicago market, as quoted from "Pure Milk", official organ of the Pure Milk Association, Chicago, Ill., range as follows: Class I, \$1.75 less the operating check off of 3 cents and adjustment fund assessment of 5 cents, making a net price of \$1.67, and will apply to 90% of basic milk. Class II, 94 cents less operating check off of 3 cents, making the net price 91 cents, and will apply to the rest of the basic milk. Class III, 81 cents less operating check off of 3 cents, making a net price of 78 cents, and will apply to the balance of the milk delivered. No deductions on Class II and III for zone. The average price of 92 score butter for June is \$0.2235.

### Milwaukee, Wis.

The official organ of the Milwaukee Cooperative Milk Producers' Association, announced in its July issue, that the following basic and surplus plan had been approved.

"For the year 1933 the base made in 1932 plus 30 per cent tolerance shall continue in effect."

"For the year 1934 the producer may have the choice of the 1932 actual base or the average of the actual base made in 1930 1931 1932. No tolerance to be allowed above base for the year 1934."

"The Board of Directors reserved the right to change the base plan for the year 1934 if, in its judgment, conditions warrant, on thirty days notice to the producer and the buyers of milk."

"The dealers are not to take on new production without the consent of the Board of Directors."

Under the agreement for July, the following prices are named: All milk sold in fluid form, with the exception

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# DRINK MILK FOR HEALTH









# HOME and HEALTH

ELIZABETH McG. GRAHAM, Editor



## Earth Is Enough

*We men of earth have here the stuff  
Of Paradise—we have enough!  
We need no other stones to build  
The stairs into the Unfulfilled—  
No other ivory for the doors—  
No other marble for the floors—  
No other cedar for the beam  
And dome of man's immortal dream.  
Here on the paths of every-day  
Here on the common human way—  
Is all the busy gods would take  
To build a Heaven, to mold and make  
New Edens. Ours the task sublime  
To build eternity in time!*

—EDWIN MARKHAM.

## Ride Your Hobbies

That's what a group of young people at a youth conference recently said time and time again. They claimed they could have as much fun without money as they did when they could go to the movies regularly.

"Can you have hobbies that don't cost money?" someone asked. "My two strong hobbies, kodakry and archery, cost so much I had to stop."

"May be you weren't riding your hobbies hard enough," suggested a keen looking boy in the back row. "Seems to me your hobbies would mean lots more to you if you made your own archery equipment and developed your own negatives."

"My hobbies have never cost me a cent," said Mary Ann. "For years I have studied wild flowers and now I have a lovely wild flower garden. Yes, I did spend twenty-five cents for a wild flower guide. . . ." (Note—"Your Shopping Service.")

"Since the young people in our community have organized a recreation club we hardly ever have time to go to town," said another. "We have built a tennis court, put up several tether ball poles and made a volleyball court. We gave a play to buy the equipment."

"That's what would suit me," said a high school senior. "I don't like to hobnob with myself alone. I like hobbies that can be done with someone."

Summarizing the discussion they decided that everyone should have at least one hobby. It is desirable, they agreed, to have a hobby that can be done alone or with a group, like hikes, horseback, archery or bird study. A hobby should be enjoyed on its own merits and should be aside from one's regular work.

—From "The Farmer's Wife."

## "Favorite Recipes From Our Readers"

### Corn Fritters

2 c. grated corn      2 eggs  
1 tbsp. flour      1/2 tsp. salt  
1 tsp. sugar

Beat eggs thoroughly. Mix ingredients and fry in shallow lard.

Mrs. J. A. POORRAUGH,  
York, Pa.

### Canned Peach Sauce

Cut up peaches in small slices. Sprinkle with sugar, using about 1/2 pound sugar to each pound of peaches. Let stand several hours or overnight. Cook ten minutes, or until thoroughly heated. Seal in an air-tight can.

Mrs. C. C. TALLMAN,  
Mt. Holly, Burlington Co., N. J.



## After the Depression—What?

Events have been whirling around us with such rapidity of late that it is difficult to grasp their full significance.

For the first time, the working man through his own unions is granted an equal voice with his employer, in determining the conditions under which he is to work. The farmer, overnight, finds his own co-operative organizations so strengthened by the government that their opportunity for usefulness to him is increased a hundred-fold.

Out of the nation's door goes factory child-labor; in another door comes the launching of vast projects which will not only aid in putting the unemployed back to work, but will provide cheap water-way transportation, lower electricity rates, and the like.

The underlying purpose of all these national actions is to secure and protect the good of the majority rather than that of a privileged few. These legislative accomplishments, for which many have earnestly worked in vain for years, together with other causes, have put new confidence into American people. The whole business life of the nation has surged forward.

The responsibility for making this recovery permanent, in which we are all going to be called upon as individuals to share, by controlling our production, shortening industrial working hours, and other voluntary measures, will not be discussed here.

### "Where Do We Go From Here?"

But at this point in public affairs when it seems safe to assume that the country has passed its crossroad and is on the way to recovery, is it not imperative for rural communities to begin to ask "Where do we want to go from here?"

To begin with the opposite end of the horn, as families in communities we know a few things we surely don't want. For example, as long as memory of the past three years holds, we are certainly cured of spending what we haven't yet received, and of loading ourselves up with expenses for which we depend upon the future to provide ways of meeting.

We, the conscientious, law-abiding element of the citizens, are going surely to take back the reins of local government from those who naturally took them up when we lost interest in "small-town" politics.

And there is to be recalled that sad trek during the prosperous days, of our young people who should have remained in agriculture, but who seemed to fail to find

opportunities or satisfaction in country living; who therefore turned toward the city. True, many of them returned during the depression. But can we keep them? The danger remains unless we bend our efforts cooperatively in making the rural communities fair competitors for attraction with the city.

### A Job For Every Community

One of the trying phases of "the depression" for many of us has been that we felt ourselves in a helpless position, unable to contribute toward the mending of the bad matters. We were bystanders.

At home on the farm we couldn't set idle mills at work to feed the hungry. We couldn't, single handed, raise the price of milk and wheat and hogs. We couldn't even do the things in the neighborhood which we would have liked, because often it required money.

But today the opportunity for action is coming within our local reach. Earnings are going to gradually increase. Empty treasuries will again have funds.

We are going to hear a good deal from now on, about "a planned society." It has somewhere been written "Beware what you set your heart upon for you will surely get it."

As communities, what are we going to buy with better times?

It isn't too soon to turn the searchlight on our own community and consider some of its needs, and some of the advantages for which we may begin to work. Down in Louisiana even during these lean years, communities have been accomplishing remarkable results by selecting four objectives a year, and working together for them. As soon as they are gained, others are chosen.

Have we a place where we can meet together as a community, to discuss the affairs that vitally concern us? A community hall. . . . Are we raising the crops most adapted for our section to return us a profit, and then marketing these in the most efficient manner? Co-operative buying and selling. . . . How about school advantages? Are we clinging to the outworn one-room school house, or have we the facilities of the consolidated school?

Does it cost prohibitively to have the skill and attention of a doctor or nurse who must "come out from town?" Or do we vision a goal of medical and nursing service within the reach of everyone who

(Continued on column 2, opposite page)

*"Farmers have not tried to make living on the farm really worth while. Surplus earnings have continually gone into higher land values rather than into higher standards of living. . . . Thousands of well-educated farm people must think with all their heart and soul about how to give farming not only economic equality, but also its full measure of human satisfaction in the long run. . . . and of the necessity of building a rural civilization which is fully as attractive as city civilization."*

HENRY C. WALLACE.

## "By the People—For the People"

"We are engaged in a desperate struggle to determine whether special privilege shall continue to run the country in its own interest, or whether the people shall run it for their benefit. Special privilege is so well entrenched, and its influence extends so deeply and in so many directions, that the battle will not be an easy one. Yet it is a battle that must be fought."

The farm folk of American and the plain working people of the cities, believe that this is their country. They fought for it, they built it, they carved a nation out of the wilderness. Now they come to the politicians and the money kings and say: "We want our country back. We have let you run it too long. You have shown your inability to run it in the interests of the people. Your ideas have not worked. Now we are going to take our country back and run it ourselves. We are going to substitute common sense for high finance and special privilege. We want prosperity back, but we want it back for the many instead of the few."

—The Wheat Farmers' Journal

## Your Shopping Service

Louise E. Drotleff

1—Nature has given us many beautiful birds to admire and study, and if every lesson were as joyful as learning to know birds in the fields and woods, what a pleasure it would be to study. Since birds appeal strongly to most children, because of their gorgeous colorings there is no better way of acquainting them with these feathery folk than by the use of the set of 30 beautifully colored bird cards which can be secured for 10c.

2—Another splendid guide is the "Green Book of Birds in America," also 10c, which gives excellent descriptions of the 64 birds which are illustrated in colors. Although the colors are not exact, still the book is a very good one for beginners.

3—It will not be a mistake to buy a more expensive bird book for your children if you can afford it. If the smallest ones do not appreciate them now, they will soon grow to them. One of the best bird books on the market today is "The Bird Guide" which has 200 colored plates giving the exact colorings of the various birds. Although \$1.15 may seem like quite a bit of money to spend just now, it will give the children authoritative bird knowledge.

(Note:—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded by the Home and Health Department to the shops where they may be purchased.)

## Avoiding Hidden Hunger

HANNAH McK. LYONS, M. D.



"Are the children ready for school", is the question most often heard during August as mothers greet each other. And many hours are spent in happy discussion of dresses, suits, blouses.

In the past, being "ready for school" was a very simple matter. Today it means much more, because we are asking more and more of our school. Today it is not just clothes, lunch basket, book and a pencil, but, have you done everything possible to put the child in true tune for the work of the school-room?

Your teacher can no more bring forth the fine results you want if your child is not physically and mentally in tune in every part than can the musician bring forth tones from the instrument that is not perfectly adjusted in all its parts.

Of course, our schools have felt the financial strain as we all have in our homes. When budgets must be balanced by dropping some departments, we might turn to the old definition of Education for an answer as to what might be dropped when it says "Education is that which children bring to better living." Then surely we will not cut out our Health Service, our Home Economics, the Music Department, or any first grade work.

The health service—"It is a sound matter of economy that the material with which the teacher works should be their best possible condition for mental and physical health. The school has had to take upon itself the finding out whether each child is fit and how he can be made more fit for profiting by the efforts put forth by the teacher." But do not confuse the idea of health examination and health inspection; there is rarely time, nor funds for the school physician to make more than an inspection. But what progress will have been made, when at least one per cent of the children come to school to simply consult with the doctor.

The Department of Home Economics cannot be abandoned. It is especially needed to aid the Health Service. No longer does it mean just "food and clothing", and some day the plan of study will begin in first grade and continue through high school. The broad subject of Home and Family Relationships; the broad subject of Nutrition; what a satisfaction in a time like this to be given nutrition facts such as Dr. H. C. Sherman does when in speaking of "Hidden Hunger" he says, "The foods which are most economical in satisfying simple hunger are bread and such staple cereals as oatmeal. The more cheaply we are obliged to live, the more largely we must depend upon bread-stuffs and the cheaper kinds of cereals. But these alone are not sufficient to keep us in health for more than a short time, nor to support the growth of children. For beside the simple hunger, there is the hidden hunger, which is less definitely felt at the time, but even more serious in its effects upon growth and future health. So while the foods just mentioned are still the staff of life, health and growth require that they be supplemented by other foods."

Milk is by far the most important food to supplement the bread stuffs and cereals; it is both the most effective and the most economical food to keep the body strong against the hidden hunger. There are degrees of health and of what we may call health insurance. Fully to insure the highest degree of health to give health

insurance calls for more milk than is used in most communities."

You are not "ready for school" unless some school lunch plan has been made. The school lunch ought to be a part of every school health program. There are few schools, even the one-room school, where a hot lunch may not be planned. Recently where there was real need of some provision at school for a hot lunch, a pipeless furnace gave the heat but mother prepared the pint jar with soup, cocoa, a creamed vegetable, etc. It takes just planning. If the lunch must be a box lunch, attractiveness and sufficient nutrition are the keynote. Sandwiches, dessert, fruit and a bottle of milk are the real needs.

It is easy today to get a small jar with a screw top for sauce, puddings, custards and carrying milk. For sandwiches use the most nourishing kinds of bread, such as whole wheat, oatmeal, brown, raisin or nut bread. Appetizing fillings may be egg, chopped meat, cheese (American), fresh cottage cheese, plain or combined with dried fruits, sliced tomatoes, chopped vegetables (such as beets, string beans, lettuce, carrots, cabbage, jelly or peanut butter, and chopped raisins or dates). A baked custard or apple or pear adds variety.

If fruit has not been used in sandwiches for filling, a small glass jar may carry stewed fruit, a simple salad or fresh fruits or vegetables, and of course, some may prefer ripe fruit, or raisins or dates.

Do you recall the old cry of "women and children first?" Do you recall the reckless bravery of which we were told?

It is not shipwreck or earthquake today but the modern equivalent. Shall the cry be "Children First," and being "ready for school" means that plans are made to avoid this crippling "hidden hunger" throughout the year for each child in your school?

## After the Depression—What?

(Continued from column 1, opposite page)

needs it. Some places are working out these problems satisfactorily.

Have we left it to the corner drug store to select our reading for us? A local station of the county library enables us to call upon their selection of thousands of volumes upon varied subjects for books we need or desire.

What do the young people do for recreation? Many have little choice but to go to the movies in the nearest town. But in some villages, the young people and the grown-ups enjoy separately or even together, various kinds of "Lobby Clubs", choral groups, and all-day schools to study special subjects with which they are concerned. They have even built playgrounds and swimming pools.

How much leadership are our churches assuming in all of these things? The needs are big enough to draw all denominations together in working for a common cause.

There seems to stretch out before us unlimited opportunity to secure for our own families, through cooperative effort, the good things which we have yearned for because we know they will enrich farm living. True, we will have to do far more than to merely stretch out our hand, to obtain them.

But after all, why should we not claim for ourselves in rural Pennsylvania, Maryland, New Jersey or Delaware, the very things that have made it said of Denmark that "the deepest culture is on the land", not in the cities!

"THEREFORE, when we build, let us think that we build forever. Let it not be for present delight, nor for present use alone. Let it be such work as our descendants will thank us for, and let us think as we lay stone on stone that a time is to come when these stones will be held sacred because our hands have touched them, and that men will say as they look upon the labor and the wrought substance of them, 'See, this our fathers did for us!'"

RUSKIN.

## Looking At Ourselves Critically

A Study of a Pennsylvania Community\*

Some extremely interesting facts have been revealed through a recent survey of a rural district in Chester County, Pennsylvania, made by Pennsylvania State College.

As these findings will probably not differ in a great degree from those which would exist in other districts within the Philadelphia Milk Shed, the information will be valuable to all communities who wish to take stock of themselves preparatory to launching a program of community building. Some significant points stand out which deserve serious consideration, and are worthy topics for program discussion at the local meetings of all of our organizations.

1—"One by one the old homesteads have been passing out of the hands of families that have held them for generations into the possession of individuals whose dominant motive was business exploitation or real estate investment."

It is to be earnestly hoped that an improvement in the economic situation will prevent the unwilling forcing on sale

farming and are developing in four ways: mentally, physically, spiritually and socially.

6—"The young people 14 to 21 years of age in the area participated to a very limited extent in the organization life of the community."

The community belongs as much to these young people as to anyone, and the



The Modern Consolidated School

sooner they are given some responsibility in its existence and welfare, the better for all concerned.

7—"Valuable as these various organizations were, they enrolled and served only the school children in the higher grades, and did not reach the considerable group of youth not attending school."

Unharnessed youthful energy and ability going to waste!

8—"In 70 per cent of the families having 70 per cent of the children within these age limits, (14 to 21 years) no church attendance whatsoever was reported for the boys and girls."

One of the gravest challenges of all. The study concludes—Neither the adult organization admitting boys and girls to membership, nor the clubs or associations for youth exercised an adequate influence in the lives of the young people.

"An effective linking up of all agencies and resources is entirely feasible and should make possible for the families of the consolidated school district an adequate and satisfying social life, to a large extent self-contained and self-directed."

\*Copies of this study reviewed here may be secured upon request for Bulletin 286 to Pennsylvania State College, State College, Pa.

## Five Dollar Prize Offered!

An award of five dollars in cash has been offered by an interested friend for the best letter entitled:

"What We Need To Do For Our Community"

One dollar each will be paid for each additional letter published.

1. Letters must be submitted on or before September 20th.
2. Length of letter not to be over 300 words.
3. Announcement of the winner will be made in the October issue of the Milk Producers' Review.



## Estimates Give Interesting Facts On Cash Income From Farm Production, and Amount, By County, For 1932\*

Preliminary estimates showing the total cash return from farm production in the various counties of the State during 1932, have been announced by the Pennsylvania Department of Agriculture. This income, amounting to \$156,768,000, represents a 50 per cent reduction from the 1929 total.

These estimates show that \$17,956,000 or 11.5 per cent of the 1932 income came from the sale of field crops which include, in order of "cash" importance: potatoes, hay, wheat, tobacco, corn, oats, buckwheat, clover-seed, rye, barley, and timothy seed.

Fruits contributed \$7,334,000 or 4.7 per cent to the total, with apples leading, followed by peaches, strawberries, small fruits, grapes, cherries, pears and plums.

Greenhouses, gardens and nurseries, ranking as named, provided cash income amounting to \$14,215,000 or 9.1 per cent of the total.

The sale of forest products which include timber, maple syrup and maple sugar, brought in cash, approximately \$1,419,000 or about one per cent of the total.

The largest proportion of the cash income in 1932 came from the sale of dairy products including dairy cattle and veal calves. The total was \$77,474,700, almost as much as from all other products combined.

The sale of chickens and eggs provided a revenue of \$28,620,000 or 18.2 per cent of the aggregate.

Other livestock and livestock products, including beef cattle, hogs, sheep and lambs, wool and honey, accounted for \$9,749,300 or 6.2 per cent of the 1932 total.

Cash income, obviously, does not tell the complete story because it does not show the contribution of each class of products to living needs in the farm home and to further production on the farm where produced, officials of the Department explain. Thus, field crops in addition to their cash income, contributed \$54,156,000 as food, feed, seeds, etc.; fruits, \$1,748,000; gardens, nurseries, and greenhouses, \$6,634,000; forests and woodlots, \$2,220,000; dairy cattle, \$12,130,300; chickens, \$8,211,000; and beef cattle, swine, sheep, horses, mules, and bees, \$3,730,700.

Lancaster, Chester, York, Bucks, Berks, Montgomery, Bradford, Erie, Crawford, and Allegheny, in the order named, were the ten leading counties in 1932 agricultural income. Philadelphia with 86 per cent of its farm cash coming from gardens, nurseries and greenhouses, is the most specialized of any county. Susquehanna is a close second with 74 per cent of its income realized from the sale of dairy products. Lancaster and York are probably the two leading counties in diversity of farm income.

\*Cash income is defined as the value of quantities actually sold off the farm where produced and must not be confused with farm value which is the evaluation of the total output of a given community irrespective of whether sold or used in one way or another on the farm.

Green tomatoes kept at forty-five degrees Fahrenheit or lower refuse to ripen normally. They ripen with good color and with little decay when stored at fifty to sixty degrees.

## Some Current Problems In the Philadelphia Milk Market

(Continued from page 2)

had not proved satisfactory in other places. The reasons next in importance were "farmers don't have the capital on which to operate" and the producers "won't stick together."

### Benefits and Suggestions for Improvement

Of the 50 supporters of the organization, 34 farmers said they were getting a high price for their milk due to the activities of the organization. The next most important benefit received, they said, was representation in the market. One of the important functions performed by the Association is the checking of butterfat tests. Only 13 per cent of the farmers sending to dealers cooperating with the Inter-State were dissatisfied with the butterfat tests the dealers were giving them, while 48 per cent of those sending to dealers not cooperating with the Association felt they were being cheated on butterfat tests.

The criticism given most frequently by the dissatisfied farmers was that the organization has "sold out and is working for the dealers." Thirty farmers made this charge. No data obtained in this study would prove or disprove this point. If a similar study were made in any other milk shed in the United States, however, it is likely many farmers would make the same charge. It is unbelievable that the leaders in all our milk cooperatives in the United States have stooped to bribery. The farmers visited during this study criticized very severely the attitude of many of the directors toward their duties.

Seventy of the farmers interviewed read the Inter-State Milk Producers' Review. All except two of the 50 supporters of the Association read the paper, compared with only 22 of the 50 non-supporters who read it. The majority of the farmers liked the Review. There was some criticism by the producers that the Review is not written so the farmer can understand it.

There were suggestions that a new buying plan be put into operation; that membership be limited to a smaller area; that the Inter-State take a more active part in reducing trucking and freight rates; and that the Association take a more firm stand against more rigid health regulations during a period of low milk prices.

### Recommendations

**Organization of Territory** The Association should make an effort to organize producers close to the market and

to hold those producers now selling milk through organized dealers. One of the forerunners of a disorderly market is the purchase of milk by unorganized dealers from nearby producers.

Special care ought to be taken in soliciting new members to see that they have a clear understanding of the organization and appreciate the principles of co-operation. Many farmers are not aware of the provision of the organization for the cancellation of stock and membership. It is the general opinion among the producers that when once a member of the Inter-State they are always a member, regardless of their choice. After economic conditions improve it would be well for the Association to resume its activity, begun several years ago, of weeding out the inactive members.

**Basic - Surplus Plan** The original purpose of the basic-surplus plan was to regulate seasonal production. Later it was used to control the total volume of production. Much of the unpopularity of the plan can be attributed to this unforeseen extension of its original function.

As soon as possible the organization should settle upon some definite plan by which the base will be established for the coming year. The uncertainty as to the base period is slowing up the rate of culling out cows in the farmers' herds.

Many of the present difficulties in the Philadelphia market are the result of not having the market upon a reporting basis. It is strongly recommended that the market be put upon a permanent reporting basis. All milk sold in fluid form should be bought at basic prices. This would eliminate much criticism of the basic-surplus plan.

It should be made less difficult for the old and for the new producer within the territory to build up a justifiable base. A cooperative marketing plan, to be sound, ought to be broad enough in its scope to include all the producers and all the dealers in the market.

**Quality Control** The Association must encourage the production of good milk, but must also protect farmers against unreasonable requirements. It should continue its program of getting a definite understanding between the various health officials in the territory. If possible, a long time program for improvement should be mapped out. By so doing, the farmer would know how to make his plans for the future. The Association must insist upon uniformity among inspectors in the interpretation of the requirements.

## Holstein Heifer Makes New Butterfat Record

A new State record for butterfat production has just been established by Duchess Berks Prima De Kol Segis, a junior two-year-old Holstein heifer bred and owned by the Manual Training School at Bordentown, N. J., was recently announced by W. R. Robbers, superintendent of advanced registry dairy testing, New Jersey Agricultural Experiment Station.

In division B, the class which provides for three milkings daily over a period of 305 days, the new champion produced 12,716.1 pounds of milk and 466.2 pounds of butterfat. Her milk averaged 3.7 per cent butterfat. The test was supervised by the Experiment Station.

The animal was kept for the greater part of the time in an open barn with the school herd, where there was plenty of water and small racks on the walls for hay.

## Report of the Field and Test Dept. Inter-State Milk Producers' Association

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of June, 1933:

No. Butterfat Tests Made	7888
No. Plants Investigated	39
No. Membership Calls	58
No. Calls on Members	652
No. Qual. Improvem't Calls	254
No. Herd Samples Tested	1269
No. New Members Signed	8
No. Cows Signed	74
No. Transfers Made	17
No. Meetings Attended	19
No. Attending Meetings	1707
No. Brom Thyrol Tests	753
No. Microscopic Tests	1346

## Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of June, 1933:

No. Inspections Made	2636
Sediment Tests	1030
Meetings	1
Attendance	12
Reels Movies	0
No. Miles Traveled	33,062
Bacteria Tests	5973
Man Days, Fairs & Exhibits	15

During the month 53 dairies were discontinued from selling for failure to comply with the regulations—39 dairies were re-instated before the month was up.

To date 262,510 farm inspections have been made.

## Holstein Association Declares Moratorium

At the 48th annual convention of The Holstein-Friesian Association of America held in Chicago June 7, a far reaching relief measure was passed resulting in a sixty-day moratorium on all fees and permanent reductions in transfer and specialty fees.

Starting June 15 and ending August 15 a moratorium is in effect. During that time all Holsteins will be registered for a flat rate of seventy-five cents per head irrespective of age, sex or ownership. In this manner a flat rate for transfers of one dollar per head is in vogue during the sixty-day period no matter when the sale was made either by a member or non-member. Breeders may join the Association for ten dollars for a life membership instead of twenty-five dollars and thereafter register and transfer cattle at reduced rates which apply to members. Breeders are urged to get all of their worthy animals registered during the moratorium. Application blanks may be secured by writing to Houghton Stevens, Secretary, The Holstein-Friesian Association of America, Brattleboro, Vermont.

The new schedule of fees comes at an opportune time as there is every indication that better times are close at hand. Delegates from forty-five states attending the convention were all very optimistic and reported an increased demand for registered Holsteins. The splendid average of \$242 per head for 133 Holsteins sold in the World's Fair National Sale held June 8-9 was also encouraging. The Secretary reported a larger business in May than in April, something that has not happened for six years.

**General Policy** Although the ownership of country plants may not be advisable, it would be well for the Association to look forward to building up a substantial financial reserve. This would add to its bargaining power. The officers of the Association should consider carefully the constructive criticisms of the producers and take the lead in pressing for needed reforms. If the organization would press for one thing that is not right, as the high trucking rate, and get the majority of its members working to correct it, there would be less complaining about the Association.

The foregoing recommendations are submitted for the consideration of the Association. The leaders of the organization, those who are on the firing line and who know all the whims of the market, are in the best position to determine the workability of these suggestions and the rapidity with which those they endorse may be put into operation.

## Base Horsepower On Animal's Work

The term horsepower, commonly used now-a-days in sixties and seventies and higher amounts, referred originally to the amount of power a horse exerted in drawing water, according to Professor H. W. Riley of the New York state college of agriculture. James Watt, in about 1775, desired to sell his newly invented steam engine to English mine owners to pump water out of their mines, but he had difficulty in explaining what his engine could do.

Horses were used to lift water from the mines and it was a general practice to draw the water to the surface in buckets that weighed about 150 pounds when full. The horses walked about two and one-half miles an hour; or at the rate of 220 feet a minute. Watt made it clear to the owners that the same amount of water could be taken from the mine in smaller loads at a faster rate or by larger loads at a slower rate. The main point was to compare any new way of pumping with the horse method, so it was necessary to establish some relationship between the weight lifted and the speed of travel.

Mr. Watt multiplied together the weight lifted and the number of feet it was lifted in a minute and found that 150 pound multiplied by 220 gave a product of 33,000. From his knowledge of physics, Mr. Watt knew that the result should be called foot-pounds of work done in a minute. He set up this figure, or 33,000 foot-pounds of work done in a minute, as the standard for a horse-power. It has remained standard ever since.

Doctor: "I'm sorry, Mrs. Brown, but I have to tell you that your husband will never be able to work again."  
Mrs. Brown: "I'll go and tell 'im. It'll cheer him up."

## Inter-State Milk Producers' Association

Incorporated  
Blint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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## Outstanding Agricultural Counties In Pennsylvania

**Adams** leads in apple production.  
**Berks** leads in raising oats, barley and pears.

**Bradford** leads in buckwheat, hay and honey; in number of bee hives; and in number of silos.

**Bucks** leads in truck crops.  
**Chester** leads in greenhouse products including mushrooms, and in number of farm radios.

**Erie** leads in production of grapes, cherries, plums and small fruits.

**Franklin** leads in rye.

**Fulton** leads in growing clover seed.

**Greene** leads in sheep.

**Lancaster** leads in corn, wheat, tobacco and milk production; in number of horses and dairy cattle; in use of commercial fertilizer, in number of farm automobiles, motor trucks and tractors; and in number of farms having telephones and electricity.

**Lehigh** leads in potatoes.

**Montgomery** leads in nursery products.

**Perry** leads in producing timothy seed.

**Somerset** leads in maple products.

**Westmoreland** leads in amount of lime used on farms.

**York** leads in production of peaches, farm-made butter, eggs and strawberries, and in number of mules, swine and chickens on farms.

Uncle Ab says that milestones in the progress of finance do not seem to have recorded any other kinds of progress.

Use local markets for dressed poultry this year says "Agrigraphs", for shipping expenses leave little return. Find buyers through the advertising columns of this newspaper.

## New Jersey Plans Participation in Wheat Acreage Cut

Plans that will enable New Jersey farmers to participate in the wheat adjustment program provided for in the Federal farm relief-inflation act are now being drawn by the U. S. Department of Agriculture and the State Extension Service of the New Jersey College of Agriculture at Rutgers University. Prof. H. J. Baker, extension service director, said recently.

His announcement follows the one made in Washington a few days ago by Assistant Secretary of Agriculture Tugwell to the effect that the processing tax on first domestic processing of wheat shall be at the rate of 30 cents per bushel, beginning July 9. The rate remains in effect, as provided by the farm relief-inflation act, unless Secretary of Agriculture Wallace finds it necessary to change it.

Although New Jersey is not an important wheat producing State, 4,836 farmers grew slightly more than 1,000,000 bushels of this crop in 1929, according to the latest census report. Hunterdon leads all counties with 1,269 growers producing 241,787 bushels. Salem ranked second with 595 growers producing 192,039 bushels. Somerset's 539 growers of this crop produced 116,745 bushels, and Warren's 550 growers produced 108,591 bushels. Other wheat growing counties, in order of importance, are Mercer, Burlington, Monmouth, Cumberland, Middlesex, Morris, and Sussex. The amount of wheat grown in other New Jersey counties is small. The wheat adjustment plan will be carried out in New Jersey largely through arrangements made by the Extension Service and as soon as definite and final details are known, the Extension Service will make provision for informing those interested.

The wheat adjustment program asks farmers to reduce their planted acreage in 1934 and 1935 by no more than 20 per cent of their previous 3-year average, the State Extension Service has been informed by the U. S. Department of

Agriculture. In return the farmers are to receive a compensation adjustment benefit for the years 1933, 1934, and 1935. For these years the benefits will be paid on an allotment based upon the domestically food consumed portion of their previous three years production, regardless of the current yield per acre.

The amount of the benefits per bushel will be declared by the Secretary of Agriculture, who in following the farm relief-inflation act must set the amount at the difference between the market price and that price which would give the farmer parity in purchasing power according to the pre-war average. The costs are to be met by a processing tax levied on the milling of flour.

Before the payments can be made available, New Jersey farmers in wheat growing counties will be asked to form their own county associations to administer the local features of the program. The adjustment payments on this season's crop will be paid in two parts: two-thirds this fall, and a third next spring after the contract of the farmer to reduce acreage by an amount not to exceed 20 per cent of his past three-year average is fulfilled.

The entire plan is cooperative. No farmer is compelled to join. The benefits go to those who decide to adjust their acreage, but it is entirely up to the farmer. The farmers will form their own county organizations and pay their own expenses from the total benefits derived. In the heavy wheat producing regions it is expected that the expenses will be two cents a bushel or less. In counties of small wheat production the costs will be proportionately higher. It will be up to the farmers in every county to estimate about how much it will cost them and then decide if the plan will be worthwhile for them. It is believed that the local costs of administration in counties of small wheat production would make the net payments too small to justify the trouble involved.

**Contrasting Thunderstorms**  
Some thunderstorms are wind hatched; others are calm brooded. Humidity of the air decreases during storms of the first type and increases during those of the second type, according to a recent study by Dr. W. J. Humphreys, of the United States Weather Bureau.

Wind-hatched storms, also known as "cold front" and "squall line" thunderstorms, are caused by cooling from above, usually the result of the importation of cold air. Wind is necessary for the creation of such storms.

Calm-brooded, or heat, thunderstorms are caused by warming below from exposure to the sun. These storms grow from small to large circular flows of warm air straight up from the earth's surface. These chimney like storms arise only when there is no wind.

As the absolute humidity of the air on all sides of a heat thunderstorm is about the same, the evaporation of the falling rain increases the density of the atmospheric vapor, making the humidity greater than it was before the storm.

The distribution of the absolute humidity about the cold-front storm, however, is unequal. It is much greater in the warm air in front of the storm than it is in the cold air to the rear. The absolute humidity, therefore, decreases as the storm poasses over.

## Pennsylvania Eggs Sell For Higher Prices

Fancy, Pennsylvania graded, eggs are now selling at State egg auctions from three to seven cents a dozen higher than New York prices, recent reports from auction managers to the State bureau of markets, indicate.

California eggs, once selling in New York at a premium over Pennsylvania eggs, have recently sold for approximately 23 cents a dozen compared to 27 cents a dozen for Pennsylvania "fancy large" eggs at local auctions.

Seasonal conditions have operated against eggs shipped long distances, in favor of Pennsylvania poultrymen who are close to consuming markets and who can supply a fresh, well-graded product.

## Monday Arrivals Affect Egg Prices

A seven years study of the relationship of egg receipts in New York City, says the New York State College of Agriculture and Home Economics, shows that the quantity of eggs received on Monday has the most influence on prices and that Saturdays receipts affect the market the least.

If Monday's shipments were 40% below normal, the price was 19% above average; if the receipts were 40% above normal, the price was 11% below the average.



## COWS For Sale

I can furnish at all times fancy, high-grade Wisconsin, Minnesota and Ohio, Jersey, Guernsey and Holstein cows, 1st and 2nd calf heifers, from modified accredited areas and abortion tested, to freshen in 10 to 30 days, and all A-No. 1 stock in carlots, and ship from above points, freight prepaid at lowest prices ever quoted, and you pay for cows at arrival if satisfied. Every cow guaranteed as represented. Can also furnish fancy, high-grade accredited N. Y. State cows in any number.

Satisfaction guaranteed. Any further information will be cheerfully given.

All breeds of rams and ewes.

**LEWIS H. FURGASON**  
WINDHAM, N. Y.

## WARNER LIME

for all farm requirements

for Whitewash  
for Forage Crops

**Warner Company**

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BELL PHONE No. 1

## Cheap Printing for Dairymen

Letterheads, Statements, Invoices, Circulars, Cards, Labels.

Price for Standard Bond Paper  
1000—\$2.00  
5000—\$6.00

Write for samples and complete quotations.

**DAVID NICHOLS & CO.**  
KINGSTON, GEORGIA

An organization of Delaware County wheat growers to deal with the Federal Department of Agriculture in connection with the acreage-restriction program was formed yesterday at Media. George Proctor, of Cheyney, was named chairman of the group and Paul E. Willis, of Ward, secretary.

## Holstein Cow Breaks World's Fat Record

The first and only dairy cow in the world to exceed a thousand pounds of butterfat in a year on strictly twice-a-day milking has just been announced by The Holstein-Friesian Association of America. This cow, Winterthur Boast Ormsby Ganne, bred and owned by H. F. duPont, Winterthur Farms, Winterthur, Delaware completed her official test on May 17 and made 1,004.2 pounds of fat and 23,444.6 pounds of milk with an average test of 4.3 per cent. Her fat yield exceeds the former world's record by the wide margin of 145.8 pounds. On two previous official tests she indicated her wonderful productive ability. As a senior 2-year-old she made 821.1 pounds fat and 21,409.8 pounds milk in Class A and again as a senior 4-year-old she produced 966.3 pounds fat and 22,943 pounds milk. Her present record was made as a seven-year-old.

Winterthur Boast Ormsby Ganne comes from a line of breeding noted for high yields and splendid type. She is a double granddaughter of the noted sire King of the Ormsbys. This bull has 108 daughters admitted to Advanced Registry and he is the only Gold Medal Century Sire of the breed. One of his best sons is Winterthur Bess Ormsby Boast, the sire of "Ganne", who now has 34 Advanced Registry daughters, eight of which have exceeded 800 pounds of fat. "Boast" is also a Gold Medal Sire and rated "Very Good" in type. His mother is the famous Bess Johanna Ormsby whose best record was 1198.1 pounds of fat and 31,143.3 pounds of milk and she has three other records each over 800 pounds of fat made in the 10-months division. She was classified for type and rated "Very Good." "Ganne" herself rated "Very Good" in type and her mother, Winterthur Ormsby Bannie, is a daughter of King of the Ormsbys with a record of 534.7 pounds of fat and 15,328.9 pounds of milk made in 10-months as a senior 3-year-old.

In making this world's record "Ganne" had 18 official tests made by seven different supervisors representing the Agricultural Colleges in Delaware, New Jersey and Maryland. She started her test with a yield of sixty pounds of milk per day and this gradually increased until she reached her top of 80.6 pounds on her 37th day. The last day of her test she milked 52.6 pounds and not once during the year did she go below the 50-pound mark. She is the 188th Holstein-Friesian cow to produce more than a thousand pounds of fat in a year.

"Ganne" was fed a daily average of 18 pounds grain, 25 pounds silage, 8 pounds beet pulp and 15 pounds alfalfa hay. She was on pasture 155 days.

## Quality Milk

The big factor for the maintenance of your market, both as to the volume of consumption and as to price....

Healthy Cows

Clean Milking Methods

Proper Cooling

ARE LEADING FACTORS

## Seasonal Variations in Butter Fat Test

(Continued from page 2)

prevent or remedy this falling off in test than he is in hearing about the other fellow's troubles.

However before a remedy can be given one must first determine the cause. There are many theories advanced but in discussing the situation with the producer many of these are exploded.

There is no question but that many various factors do affect the percentage of butterfat in the milk. Some of which I shall try to enumerate:—

Weather Conditions  
Period of Lactation  
Condition of Cattle  
Pasture and Feed  
Comfort of Cattle.

### Weather Conditions

During these three months (May, June and July) the weather is likely to be extremely variable and many sudden temperature changes are likely to occur, all of which are quite likely to have some effect on both the amount of milk produced and on the butterfat percentage as well.

### Period of Lactation

It goes without saying that period of lactation has a great deal to do with the test. In a mixed herd especially, high testing Jerseys or Guernseys are likely to be going dry, while some high producing but low testing Holsteins, may be taking their places. In this case a herd test should be taken of each individual cow in the herd and extremely low testers eliminated. The Inter-State Fieldman in your territory will be glad to give you this service when you request it.

### Condition of Cattle

This point is overlooked to a very large extent by the average dairyman. He feels that because a cow has once been tested and shows a 4% test, no matter what her condition or period of lactation may be, she should always test the same. Unfortunately this is not the case as Cow Testing and Official Records show that cows will vary considerably in test from day to day or from year to year.

## Tenth World Dairy Congress to Meet in Rome and Milan Next Year

The wealth of new scientific information in the United States on dairying is being scanned carefully for possible presentation at the Tenth International Dairy Congress in Italy next year, according to O. E. Reed, Chief of the Bureau of Dairy Industry, U. S. Dept. of Agriculture.

Mr. Reed, who was designated Official Correspondent for the United States at the Ninth Congress in Denmark in 1931,

has just received a communication from Secretary E. Hegh of the International Dairy Federation stating that the Tenth Congress will be held at Rome and Milan from April 30 to May 6. Secretary Hegh further instructed Mr. Reed to prepare a list of topics which he considers "important for discussion" and to appoint speakers or reporters to present material.

## \$1 RIDS YOUR WEEDS

### ON A LAWN OF WEEDS



Here's a new chemical discovery that absolutely RIDS YOUR LAWN of dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

## WEED-TOX

DOES NOT HARM REST OF LAWN

Easily and quickly applied without injury to grass or other desirable vegetation, but is ABSOLUTELY GUARANTEED TO KILL WEEDS, making it impossible for them to revive, even after only one application.

**WEEDS GO IN 24 HOURS**

One dollar bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fixing—no sprayer—nothing else to buy.

**V. & M. PRODUCTS COMPANY**  
222 W. A. Galesburg, Michigan

## Fight Bean Beetles With Dust or Spray

Mexican bean beetles are satisfying their voracious appetites at the expense of gardeners.

This insect pest is easily recognized. The adult is yellow to copper in color and has 16 black spots on the wing covers. It resembles the beetle commonly called the "lady bird." The eggs are yellow and are laid in masses on the under sides of the bean leaves. The larvae are spiny, slug-like creatures, yellow and about one-fourth of an inch long. These transform into pupae which may be recognized by their habit of hanging from the under sides of bean leaves. The adults emerge from these pupae in 6 to 8 days.

Bean leaves are skeletonized by the insects which feed from the under sides. The tissue is eaten out, leaving a network of veins. Sections are eaten out of the pods, or pits may be eaten in their surfaces. Where both beetles and larvae are feeding on the leaves, injury is so severe that the plants often are killed.

Spraying or dusting the plants with a quickly acting arsenical poison is necessary. The foliage of bean plants is very susceptible to arsenical injury and, for this reason, such materials must be employed cautiously.

Two dust mixtures are recommended. One of these consists of 1 pound of high-grade calcium arsenate and 7 pounds of hydrated lime, and the other is composed of 1 pound of magnesium arsenate and 5 pounds of hydrated lime. The materials should be prepared in a dust mixer. This

poison should be dusted on the under sides of the leaves on a calm day. Four or five treatments 10 days apart are said to be sufficient to protect bush and pole beans. After the beans are picked they should be thoroughly washed.

Where liquid sprays are used the following formula is very efficient: 3/4 ounce of calcium arsenate, 1 1/2 ounces of hydrated lime, and 3 gallons of water, or in such proportions. Magnesium arsenate, at the rate of 2 pounds to 100 gallons of water, has been used successfully. The treatment is started as soon as eggs are found on the plants. Pennsylvania State College.

## Urge Vaccination to Prevent Ravages of Hog Cholera

The bureau of animal industry, Pennsylvania Department of Agriculture, is reminding swine owners that many swine are now exposed to the ravages of hog cholera.

"Due to the low pork prices which have prevailed, many owners have neglected to maintain vaccinated herds", the bureau officials explain in a statement issued on the situation. "Even among the garbage feeders of the State, a large number of owners are maintaining susceptible swine on their premises."

"Out of approximately six hundred thousand head of swine being raised in this State, records indicate that only about twenty thousand have been vaccinated against hog cholera. It can readily be seen that should an extensive outbreak of hog cholera occur, considerable difficulty might be encountered in stopping the ravages of the infection, especially at this time of the year when many factors are present which assist in the spread of the disease."

"Owners are, therefore, advised to consult their veterinarians in regard to protecting their herds against hog cholera."

## Milk Market Conditions and Prices in Other Leading Territories

(Continued from page 1)

of that portion sold in Milwaukee County, for relief, shall be paid for at the rate of \$2.00 per hundred pounds. County Relief milk at \$1.77 per hundred pounds. All other milk at \$1.00 per hundred pounds unless Chicago 92 score butter averages 26 cents per pound or higher, in which case the price shall be \$1.05 per hundred. These prices are based on 3.5 butterfat content milk, with a 3 cent differential, up or down.

Detroit, Mich.

June prices, as quoted by the "Michigan Milk Messenger", official organ of the Michigan Milk Producers' Association are quoted as follows: "For 80 per cent base testing 3.5, delivered Detroit, \$1.50 per hundred pounds, less pool fee of 13 cents, which leaves \$1.37. Milk delivered in excess of base with 3.5 test is 78 cents per hundredweight at country receiving stations."

"Butterfat differential is 3 cents per point. City retail price per quart, home delivery is 9 cents."

The prices at some of the Detroit sub-markets for June ranged as follows: Flint, for 100 per cent base, \$1.10 per cwt.; surplus milk, 83 cents. Ypsilanti, \$1.25 for milk for fluid sales, other milk 78 cents per cwt. Saginaw dealers pay \$1.10 for 3.5 milk delivered city, for fluid sales, all other milk \$1.00 per cwt. In Muskegon, the price of fluid milk in June was \$1.20 per cwt.; surplus milk is quoted at \$1.00 per cwt.

## Inter-State Directors Hold Bi-Monthly Meeting

(Continued from page 2)

under existing conditions, it was explained, that definite programs could not be made, owing to the fact that the government had not yet approved the proposed "trade agreement."

Dairymen throughout the territory are interested in the final outcome of the new trade agreement, but it was believed that we could move no faster than did the government and that we must await their approval before the plan could be said to be definitely accepted.

Marketing conditions under the New Jersey Code were still unsettled and this matter also will be subject to governmental approval. In most conditions directors report that milk production, at this time, was practically the same as that of a month or so ago. Pastures were reported as ranging from good to fair.

It was the general impression that the milk producers were anxious to get on some settled basis.

The Board of Directors, on motion, recommended that the Association get in touch with the various buyers, and, if the market will justify it, endeavor to get back on a 100 per cent basis on the first of August. Production has increased so steadily, that there might be some difficulty in making this change at that time.

## Executive Committee of Board Holds Meeting

The Executive Committee of the Board of Directors held a formal session for the discussion of general business, for the approval of expenditures, by the Association, since the last meeting of the Board and for the transaction of routine business.

Uncle Ab says that if he could sell all the old junk around his place for a cent, he would be many dollars richer.

--“and  
you’re  
telling  
me”

If milk is good for the health of people in the city it's equally good for the farm family.

At least a quart of milk a day is recommended for each child and a pint for each adult.

PATRONIZE  
YOUR OWN  
PRODUCT

Philadelphia Inter-State Dairy Council  
219 North Broad Street  
Phila., Pa.



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 { — — — — — THAT'S WHAT OUR POLICIES OFFER YOU! — — — — — }

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

## STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Collision, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

## NET GAIN

Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932.

## COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

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Clip this and mail today—it obligates you in no way.

PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL  
CASUALTY INSURANCE COMPANY  
Harrisburg, Pa.

Gentlemen: I am interested in—  
 Compensation Insurance - - - - ☐  
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It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....  
 Address.....  
 Street and Number..... City..... County.....  
 Business..... Payroll..... Make of Car..... Model.....

Do Your Women Folks Read The  
Home and Health Page?  
IT WILL INTEREST THEM

## READ THE MILK PRODUCERS' REVIEW

KEEP POSTED ON  
MARKET CONDITIONS

Check Your Milk Prices on Official  
Quotations—(see page 5)

And don't forget the Advertisements. Maybe you can save money—and when you do write the advertisers, tell them you saw their ad in the "Milk Producers Review."

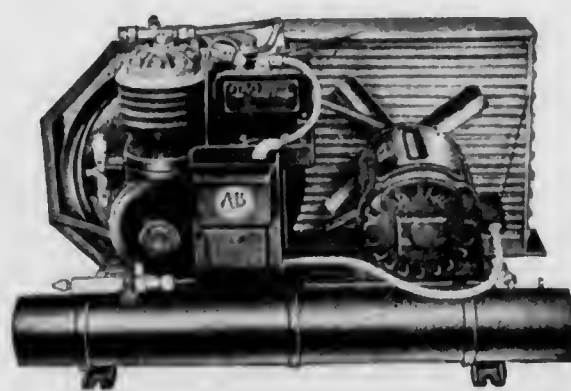


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Thousands of these sturdy, heavy duty compressors are in use on the most modern dairy farms in the East—and bring the highest recommendation from dealer and user. Very economical—great surplus power—and remarkably trouble free. Lowest delivered and installed prices give authorized Factory Dealer ample, substantial profit, but eliminates distributors' discount—save your customer 25 per cent or more!

"M&E" Dairy Cabinet Compressor of 750 to 1100 lb. I. M. C. Others from 175 lb. up. Complete with starter and thermo cutout. Electric or gasoline driven to fit available power conditions.

Territory open for additional authorized dealers. Complete free training school Monday, Tuesday, Wednesday of each week free at Philadelphia plant. Write, wire, phone at once.

Seventh Year in Electric Refrigeration

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# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE IN

Vol. XIV

West Chester, Pa., and Philadelphia, Pa.

No. 5

## Official Notice Annual Meeting

In accordance with Section 5  
of the By-Laws

Inter-State Milk  
Producers' Ass'n  
PHILADELPHIA, PA.

Broadwood Hotel  
Broad and Wood Sts.

10:00 A. M.

November 21st and 22nd  
1933

As fixed by resolution of the Board  
of Directors

Proxies and complete details of program to be included in October and November issues of the Review.  
Every member is entitled to vote in person or by proxy.

(See page 3 for vacancies to be filled)

## September Milk Prices 3.5% Test

Under agreement between the Sales Committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed and subject to approval by the Federal Government, the prices to be paid producers for basic milk, beginning August 25th, 1933 and continuing in September, subject to a deduction of 4c per hundred pounds in accordance with marketing agreement submitted to Secretary Wallace, are noted below:

The price of basic milk, 3.5 per cent butterfat content, F. O. B. Philadelphia from August 25th, 1933, and until further advised, will be \$2.60 per hundred pounds, or 5.6 cents per quart.

Ten per cent of your production, up to and equal to your established basic quantity, will be paid for by cooperating buyers at a cream price. (If you produce above your established basic quantity, ten per cent of your established basic quantity will be sold at a cream price.) The price of basic milk delivered at receiving stations in the 51-60 mile zone, 3.5 per cent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mile points.

## PRICE OF MILK FOR CREAM

The cream price for the month of September is based on the average of ninety-two score New York butter, plus 5 cents per pound and this amount multiplied by four, will be the price of four per cent milk for cream purposes at all receiving station points. The F. O. B. Philadelphia cream price will be 293 cents per hundred pounds higher than the receiving station price. The four per cent price less 20c will be the 3.5% price.

## SURPLUS MILK

Surplus milk shipped during September, 1933, will be paid for by cooperating buyers on the average price of 92 score butter New York multiplied by four, which determines the four per cent price. The four per cent price less 20c will be the 3.5% price.

## Directors of Association Hold Bi-Monthly Meeting

The Board of Directors of the Inter-State Milk Producers' Association, Inc. held its regular bi-monthly meeting at the headquarters of the Association in the Flint Building, Philadelphia, on August 24th and 25th, 1933.

A roll call by the secretary showed a one hundred percent attendance.

Following a call to order by the president, H. D. Allebach, the secretary read the minutes of the previous regular meeting, which were approved.

I. R. Zollers, secretary of the Association, presented a formal report of the Association's major activities since the last regular meeting of the Board. The report was approved.

A detailed report of the various activities in connection with the approval of the Inter-State Milk Marketing Agreement by the United States Secretary of Agriculture, Mr. Wallace, was presented by Mr. H. D. Allebach.

In connection with this report it was on motion duly made and approved, that the representation of delegates from the Local units to the annual meeting of the Association this year be the same as that prevailing last year, that is, that Locals having a membership of 25 or more be entitled to one delegate and that Locals having a membership of 200 or more be entitled to two delegates. These delegates will be entitled to traveling and hotel room expenses for one day, at the expense of the Association.

Any number of members from

the various Locals, or unattached members, may attend the annual meeting, but they will have to bear their own traveling and hotel expenses.

President Allebach then presented a detailed account of the preparation of the new milk marketing agreement, and the efforts that were necessary during its preparation and presentation before the various authorities in Washington and those necessary to secure its early approval. It was also announced that Charles F. Preston of Chester County, Pa. would be appointed licensee, under the federal government, for the Philadelphia Milk Marketing area.

In discussing the many features of the marketing agreement, president Allebach said that the dairy men were well protected under the code—that there were many things to be done and that he hoped for the full and earnest cooperation of all dairy men, in carrying out the new program.

The basic and surplus provision is an important part of the agreement and all must market their milk on that basis. Also that the same relative price would have to be paid to all producers in the shed and that the same uniform retail price to consumers would have to be charged by all distributors, for the same grade of milk, cream and fluid dairy products.

A very full and free discussion of the marketing agreement followed in which many of its various problems and programs were considered, so that every director might be fully informed on its provisions.

## HIGH LIGHTS FROM HEARING Testimony Required Four Full Days

Charges counter-charges facts opinions inundates all occupied the spot-light at the four-day Federal hearing on the Philadelphia Milk Marketing Agreement, September 11 to 14. Out of it all it is expected that several changes will be made. Every interest which appeared recommended numerous changes, some of them amounting to complete scrapping of the marketing plan which has been in effect for twelve years and has been copied in most important milk markets of the country.

One regrettable feature of the hearing was the attitude of some interests to refuse any semblance of compromise—often amounting to a case of "You play according to my rules or I might lose a point."

The Inter-State Milk Producers' Association took the wind out of the sails of many objectors when, thru its counsel, it recommended five important changes, all of which it has been working to accomplish for some time.

(Continued on page 4)

both as far as the producer and the distributor were concerned.

The Lehigh Valley Milk Producers' Association, in the Allentown, Bethlehem section of Pennsylvania, presents its request through its president, G. A. Boger, for some assistance in its marketing program. After discussion a committee composed of Directors Cook, Welty and Kieth was appointed to meet with the group to consider the proposed porposition.

Upon motion a committee was appointed to prepare a telegram to be sent Secretary Wallace and Dr. Clyde L. King, commending them upon the efficient work that had been done by them in their approval of the Philadelphia Trade Agreement.

It was also pointed out that under this agreement, satisfactory stabilization methods as to prices paid producers in these various secondary markets was to be established on a basis satisfactory to each individual area.

F. M. Twining, director of the Field and Test Department reported on the condition of composite samples of milk dealers. On the whole the condition of samples has been satisfactory this summer. Many tests have dropped all over the territory but fresh tests of samples taken by fieldmen from weigh tanks indicate that herds are testing unusually low.

A survey on devices for thoroughly mixing milk in weigh tanks effected by cooling to very low temperatures without agitation is to be made in Sept. under the supervision of the State Department of Agriculture with the assistance of Pennsylvania State College. This has been made advisable by the difficulty sometimes encountered in connection with recent methods of cooling milk to extremely low temperatures without agitation. Mr. Twining also reported on the progress of the microscopic work to prevent the rejection of members' milk.

C. I. Cohee, secretary of the Philadelphia Inter-State Dairy Council reported briefly on the activities of the Council in general, while Dr. E. G. Lechner, assistant secretary, made a brief report of the Quality Control Department activities, particularly in connection with rosey milk.

Frederick Shangle, who in conjunction with F. P. Willits, attended the recent meeting of the

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## Open Letter to Our Members

August 25, 1933.

To fellow Members of the Inter-State:

Your Board keeps in constant touch with the main office. During the past few weeks there have been great developments in the milk industry. By Secretary Wallace's signature of the Milk Code, under the Agricultural Adjustment Act, the Grievances which the farmers have borne for years past have at last become possible of solution.

The adjustments which the Inter-State has been able to bring about in the Philadelphia Milk Shed have not only been beneficial to the farmers but have aroused a storm of protest on the part of others who for years have looked with a jealous eye upon any efforts to improve the farmers' conditions.

All of us have seen abusive articles in the press accusing your officers of selling out to dealers and of being otherwise negligent in their representation of the farmers' interests. We desire to inform all of our members that we are behind the Inter-State administration one hundred per cent; that the abuse to which Mr. Allebach, as President, has been subjected comes from sources, long inspired by hostility to the farmers' true interests. The Federal Administration under the Agricultural Adjustment Act seems likely to smoke out these vicious practices.

You can rest assured that your Inter-State administration has scored; otherwise, you would not hear so much of the din of battle. Probably for months to come we will be subject to some of the highest pressure and best paid disruptive propaganda that clever publicity can put forward, all in the name of the consumer. Our battle is for justice and the fair minded consumer knows it. We are fighting this battle all along the line. We propose to continue to do so, with an eye single to the farmers' interest, but with a realization that the price the consumer pays for milk involves distribution as well as production. In this connection, we must realize our individual responsibility for keeping our production in line with consumptive demand.

The fact is that the spread in the Philadelphia Milk Shed between farmers' price and retail price is the lowest in any major city of the country. That spread should be reduced and our efforts are in that direction, but at the same time we want you to stand fast in bringing to a conclusion in the near future, the victory which at last seems about to crown the long fight of the dairying interests.

Every man and woman of our 22,000 members and every member of each family, is a part of a fighting unit which proposes to go forward at this time in a common determination. The producer and his Association is at one end and the consumer at the other! In between, are all sorts of groups, distributors (both legitimate and cut-throat), middlemen, public carriers, processors, Boards of Health and public and private agencies of many kinds with peculiar interests. Much of the propaganda with which the public press is now being flooded, comes from one or another of these elements, disgruntled because unfair practices, by which some of them have chiseled the public for years past, at the expense of the farmer, are now being brought into the cold light of day.

No one would welcome a complete investigation of the costs of production, transportation, processing and distribution of milk in every phase, by the Government, more than would your Association. And, by the same token, none has less to fear. We have continuously and continually pledged all of our statistics and records as available for such an investigation, without stint or reservation. We request you, as a

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## Dairy Organizations Throughout Country Pressing Washington For Action

Following the adoption by the National Government of the Agricultural Adjustment Act, the various milk marketing associations throughout the country have been pressing the administration for some solution of their respective difficulties.

The Chicago and the Philadelphia groups made early definite presentation of their respective cases. In some instances definite presentations were not prepared by some of the other groups and delays have occurred until the dairymen could present definite briefs, showing their own views as to the programs that should be set up.

What seemed to be a simple process a month ago, has proven not to be so simple after all. Many organizations presented oral complaints, but had no definite program for betterment to offer.

It appears to be the intent of the government that each particular marketing area should develop and agree on some one solution of their problems and present these to the government for its approval.

For a time it was uncertain on the part of some of the authorities themselves as to the power they had and how they should proceed. This has, to a large degree, been adjusted.

For some time the features of the act in reference to licensing were in question, but this section now has the approval and authority of the administration.

It is interesting to note just how the dairy industry has taken to the new order of things and the efforts that have been made to co-operate with the department in carrying out the various provisions of the act.

From data that has become available we note the various organizations that are asking for hearings under the act and who are endeavoring to plan their operations so as to come under its provisions.

The industry in Chicago, Ill., has held numerous meetings and hearings in Washington were held on June 6th.

Atlanta, Ga. filed its agreement on June 6th, and various other Georgia dairy groups had a hearing on their proposed agreements on June 10th.

Evansville, Ind. held conferences in regard to its proposed tentative program on June 10th.

Philadelphia, after agreements with the industry in that area filed tentative agreements with the government on June 8th. Hearings

were held on June 19th and 20th. Toledo, Ohio conferred with the authorities in reference to its tentative agreement on June 6th. California conferred in Washington, D. C. with the authorities on its tentative programs on June 20th.

Twin Cities (St. Paul and Minneapolis), filed a tentative agreement on June 16th.

The Evaporated Milk Association discussed its proposed plans on June 29th.

St. Louis, Mo. presented its tentative program on July 2nd. Kansas City, Mo. held its public hearing on July 18th.

Baltimore, Md. held a hearing on July 20th and subsequent hearings were held in Baltimore, Md. Detroit, Mich. presented its agreement on July 6th.

The Dry Milk Institute attended conferences on its proposed agreement on July 19th.

The Creamery Butter Planning Committee discussed their program with the government on July 14th.

A hearing on the Boston situation was held on July 24th, while the New England Creameries hearing was set for the same day.

A hearing on the St. Paul, Minneapolis situation was held on July 24th.

With all these various programs before the administration, little doubt can be expressed because of the apparent prompt action on the part of the administration authorities.

Their efforts, it may be said, have been along the policy of treating all parties concerned fairly and alike, which means that many of the programs must be ironed out in order that they conform to the purposes of the act.

Those whose tentative programs have met with approval may go ahead and operate under its provisions. Many have done so and it is hoped and believed that when definite approval is received, that it will be in full accord with the programs that have been laid down.

### Tested Cows Step Up Average Production

Dairymen who belong to Pennsylvania cow testing associations evidently believe in fighting low prices with higher production.

Recent summaries of production reveal an average of 8452 pounds of milk and 326.6 pounds of butterfat a cow. Last year the average for all associations in the state was 8113 pounds of milk and 315.4 pounds of butterfat.

September, 1933

## Strikes Are Folly

Strikes, in our opinion, are of no permanent value in settling trade differences.

The losses incurred by strikes as we know them today, the destruction of property, possible bodily injury of strikers, strike-breakers and of innocent by-standers involve losses, we believe, that never can be repaid.

Unlawful processes very often lead to court trials, to fines and even to imprisonment, either on the part of those engaged in the strike or by their sympathizers.

Money losses, in these strenuous days, are burdensome to everyone. In most cases these losses may never be recovered.

Strikes permit of activities on the part of those who have no regard for law and order. They do much to break down any regularly organized system of marketing.

## Stick to Facts

It seems unfortunate that some uninformed persons should rush into the public prints, endeavoring to explain or to criticize conditions upon which they themselves are not sufficiently well informed.

Newspapers, in many instances, are to be criticized for permitting this situation to exist.

We have noted recently, in several instances, that newspapers have been made to print corrections to correct statements that have been made in their columns. Unfortunately, the damage has been done by the printing of the original unfair statement.

It is a sad state of affairs when the public press, on the one hand talks fair practices and fair play under the banner of the N R A while on the other hand promotes strife between the industry and its agricultural agents.

Shall the freedom of the public press be curtailed? It should not.

However, expression through the use of the public press should be confined to the expression of thought based upon facts.

For many years the marketing of milk in the Philadelphia Milk Shed has been on an orderly basis. It has been in the process of development for many years. It has had to change with the times. It has had to change its programs however, to coincide with the various production and distribution programs.

In the earlier days we produced milk under regulations prescribed by the industry itself. These programs were based upon the production of quality milk—a quality of milk that would induce the consumer to use greater quantities of our product.

Today, however, we have many

kinds of regulatory programs, some by enactment into state, city or community laws; others through local or state Boards of Health or other regulatory bodies and in instances by specific distributors.

Some definite or uniform method of inspection should be adopted and enforced. A uniform plan should be used, one that everybody should conform to, one that would put every producer, every distributor on exactly the same basis. Such regulations should be reasonable and sane.

Milk has, for years, flowed into the Philadelphia metropolitan area from the states of Pennsylvania, New Jersey, Maryland and Delaware. To confine production to any one state, for sale in that state, would it be believed, be practically impossible.

With a wide production area, such as may be necessary in this section of the country, it seems impossible to carry on any such individual program. State lines have heretofore never been factors in any production area. This is true not in milk alone but in any class of general agricultural products.

Some correction of this unrest is necessary. The federal program as outlined today may bring the result. At least we should give it a fair trial.

Let us set aside our petty differences, let us be broadminded and face our programs, with a spirit of give and take—everyone can not enter the ranks of leaders—but we can support those who heretofore have carried the burden of our troubles and have carried on in the interests of fairness and success.

It can be done, it has been done and it will succeed today if everybody will subscribe to such a program. Let everyone do his share, honestly, faithfully and fearlessly and success will undoubtedly be the result.

Let's get away from the sway and bidding of ill-advised, self-named leaders. Leaders who have some personal program to foist upon us. Leaders who aim to break down established, systematic marketing programs. Leaders who criticize, but have no better plan to present.

Build up our own sane program, one which we in the dairy industry in the Philadelphia Milk Shed established some 15 years ago—a plan which in principle the United States government has adopted for the benefit and welfare of the dairy industry in the whole United States.

We have blazed the trail, the features of the Philadelphia Selling Plan stand intact. To insure our success we must but carry on—let every producer, every distributor in the Philadelphia Milk Shed give it their earnest and whole-hearted support.

## RESOLUTION

Adopted by the Board of Directors of the Inter-State Milk Producers' Association at its meeting on July 14th, 1933.

WHEREAS the membership in the Inter-State Milk Producers' Association territory is represented by twenty-seven directors and

WHEREAS each director represents the membership in the local units in his respective territory and to assure the membership in each respective territory a choice in selecting their representative on the Board of Directors of the Inter-State Milk Producers' Association.

THEREFORE BE IT RESOLVED that the Board of Directors of the Inter-State Milk Producers' Association suggests that the delegated representatives of the territory from which a director shall be elected should assemble themselves and make such nominations as they see fit and present their candidates at the proper time in the annual meeting.

Directors whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association, Inc.:

J. H. BENNETT, Lebanon Co., Pa.	C. F. PRESTON, Chester Co., Pa.
A. R. MARVEL, Talbot Co., Md.	F. SHANGLE, Mercer Co., N. J.
I. V. OTTO, Cumberland Co., Pa.	R. I. TUSSEY, Blair Co., Pa.
C. H. GROSS, York Co., Pa.	F. M. TWining, Bucks Co., Pa.
	F. W. BLEILER, Lehigh Co., Pa.

Local Units in Directors' respective territories

BENNETT, J. H.	Quarryville, Lancaster Co., Pa.
Campbelltown, Lebanon Co., Pa.	Souther Lancaster, Lancaster Co., Pa.
East Hanover, Lebanon Co., Pa.	SHANGLE, FREDERICK
Fontana, Lebanon Co., Pa.	Chesterfield, Burlington Co., N. J.
Fredericksburg-Jonestown, Lebanon Co., Pa.	Cream Ridge, Monmouth Co., N. J.
Lickdale, Lebanon Co., Pa.	Everettstown, Hanterton Co., N. J.
Mill Creek, Lebanon Co., Pa.	Harbortown, Mercer Co., N. J.
Mt. Zion, Lebanon Co., Pa.	Hopewell, Mercer Co., N. J.
Myerstown, Lebanon Co., Pa.	Kingwood-Baptistown, Hanterton Co., N. J.
North Annville-Palmyra, Lebanon Co., Pa.	Mt. Pleasant, Hanterton Co., N. J.
Schaefferstown-Iona, Lebanon Co., Pa.	Pennington-Ewing, Mercer Co., N. J.
	Ringoes, Hanterton Co., N. J.
MARVEL, A. R.	Sergeantsville-Stockton, Hanterton Co., N. J.
Cordova, Talbot Co., Md.	Stewartsville, Warren Co., N. J.
Easton-McDaniel, Talbot Co., Md.	West Windsor, Mercer Co., N. J.
Preston, Caroline Co., Md.	TUSSEY, R. I.
OTTO, I. V.	Cresson, Cambria Co., Pa.
Barnitz, Cumberland Co., Pa.	Curryville, Blair Co., Pa.
Boiling Springs, Cumberland Co., Pa.	Hollidysburg, Blair Co., Pa.
Brandtsville-Dillsburg, Cumberland Co., Pa.	Port Matilda, Blair Co., Pa.
Carlisle, Cumberland Co., Pa.	Sinking Valley, Blair Co., Pa.
Duncannon, Perry Co., Pa.	Williamsburg, Blair Co., Pa.
Ickesburg, Perry Co., Pa.	Twining, F. M.
Lees Cross Roads, Cumberland Co., Pa.	Burnsville, Bucks Co., Pa.
Linklestown, Dauphin Co., Pa.	Chalfont, Bucks Co., Pa.
Longsdorf, Cumberland Co., Pa.	Doylestown, Bucks Co., Pa.
Loysville-Blain, Perry Co., Pa.	Hagersville, Bucks Co., Pa.
Lykens Valley, Dauphin Co., Pa.	Ivyland, Bucks Co., Pa.
Mechanicsburg, Cumberland Co., Pa.	New Hope-Solebury, Bucks Co., Pa.
Millville, Columbia Co., Pa.	Newtown-Bristol, Bucks Co., Pa.
Newville, Cumberland Co., Pa.	Pleasant Valley, Bucks Co., Pa.
Shippensburg, Cumberland Co., Pa.	Plumstead-Dublin, Bucks Co., Pa.
	Riegelsville, Bucks Co., Pa.
GROSS, C. H.	Bucks Co., Pa.
Airville, York Co., Pa.	Wycombe-Buckingham, Bucks Co., Pa.
Barlow, Adams Co., Pa.	Quakertown, Bucks Co., Pa.
Biglerville, Adams Co., Pa.	BLEILER, F. W.
Bonneauville, Adams Co., Pa.	Barto, Berks Co., Pa.
Davidson, York Co., Pa.	Hecktown, Northampton Co., Pa.
Gettysburg, Adams Co., Pa.	Heidelberg, Lehigh Co., Pa.
Emigsville, York Co., Pa.	Kempton, Berks Co., Pa.
Hampton, Adams Co., Pa.	Limeport, Lehigh Co., Pa.
Hanover-Nashville, York Co., Pa.	Lynnville, Lehigh Co., Pa.
Littlestown-Two Taverns, Adams Co., Pa.	Rucksville, Lehigh Co., Pa.
New Oxford, Adams Co., Pa.	Saucon, Northampton Co., Pa.
Stewartstown, York Co., Pa.	Seipsville, Northampton Co., Pa.
York-Hellam, York Co., Pa.	Shoenersville-Northampton, Lehigh Co., Pa.
PRESTON, C. F.	Steinsville, Lehigh Co., Pa.
Cochranville, Chester Co., Pa.	Trexlerstown, Lehigh Co., Pa.
Oxford, Chester Co., Pa.	







# Home and Community

Elizabeth McG. Graham, Editor

"New occasions teach new duties;  
Time makes ancient good uncouth;  
They must upward still, and on-  
ward, who would keep abreast  
of Truth;  
Lo, before us gleam her camp-  
fires! we ourselves must Pil-  
grims be,  
Launch our Mayflower, and steer  
boldly through the desperate  
winter sea,  
Nor attempt the Future's portal  
with the Past's blood-rusted  
key."  
—JAMES RUSSELL LOWELL.

## The Preston Family

The milk producers in this territory have grounds for much satisfaction that the appointment of the licensee for milk dealers in the Philadelphia Milk Shed by the United States government should have been that of Charles F. Preston, one-time County Agent for Chester County, Pennsylvania, and until his appointment, a director in our own cooperative organization. For, upon the alertness of the licensee will depend much, and those who know Mr. Preston are aware of his qualification for the difficult job.



Mrs. Preston and the Young Prestons

The Prestons have an attractive family of children, shown above with their mother upon whose shoulders will fall new responsibilities for home-management and farming during the strenuous days ahead of Mr. Preston.

## "Favorite Recipes From Our Readers"

### Catsup Meat Loaf

1 lb. beef, 2 thick slices bread  
1/2 lb. pork, 1 c. milk  
1/2 lb. veal, 1 bottle catsup  
2 small onions, 1 or 2 eggs  
Salt and pepper

Mix ingredients including half of catsup. Put in pan. Pour over remaining catsup and bake.

MRS. JOHN ZACHEIS,  
Port Penn, Del.



## "A. A. A."

### The New National Plan For Agriculture

Whether we happen to be members of a farm family dairying down in Maryland or to belong to an agricultural community interested in New Jersey potatoes, or Oregon apples, or Iowa wheat—we all of us have suddenly and automatically become a part in a vast national program of planning for agriculture.

It is a program, enacted in Washington as the **Agricultural Adjustment Act**, in which for the first time farm organizations united together to write, and which they themselves carried to the President of the United States to ask his support in having enacted. And we got it!

Every newspaper, every magazine carries an account of progress in some phase of setting national wheels in motion for the Agricultural Adjustment Act for agriculture, and the Industrial Recovery Act for industry. The effect of these two Acts are being felt from coast to coast; from Texas and Florida to the Canadian border.

The A. A. A. carries tremendous possibilities of benefit to farmers everywhere, and is the first step toward a definite planning for agriculture by our national leaders. For these reasons, and because the territory of the Philadelphia Milk Shed has recently assumed leadership in cooperating with the government in applying its program for milk, a general picture of the A. A. A. as a whole has deep interest for all.

Under the A. A. A., broad powers have been given to Secretary Wallace in applying it.

There are three divisions in this farm act: **Control of production** of seven farm commodities in an effort to increase prices; **debtor relief**; and **inflation** of money and credit to raise prices.

"We are through with the policy of letting nature take its course. We are going to attempt, at least, to shape our own destiny. We are going to give up some of our rugged individualism for planned production for the common good of all," says Secretary Wallace.

### Controlling Production

The purpose of this portion of the act is to increase farm prices to a point where they are as high in proportion to what farmers buy as they were between 1909-1914. This is being commonly referred to as "pre-war parity."

The Secretary of Agriculture has been given four different ways of increasing farm prices which he may choose for the seven commodities which are listed by law: wheat, field corn, cotton, hogs, dairy products, tobacco, and rice. These four methods are as follows:

1. **Leasing of land** — Land would be leased by the government in proportion to the need for reduction of the particular commodity. Only a portion of any individual farm would be leased.

2. **Cash benefits**—Agreements may be signed whereby the government will pay cash in return for a specified reduction in production, —the money for these payments to be collected by processors, and by them from consumers. Land taken

"Success cannot attend our efforts unless the rank and file is back of us. We are merely supplying the centralizing power for what we have interpreted the people want."

—HENRY A. WALLACE.

## Program Planning

Recent national farm legislation is going to have a great effect upon all of us, and it offers a timely subject for any program just now. You will be glad to know that an excellent outline for one or more meetings on "New Farm Legislation", containing suggestions and information enabling any group to hold a discussion on this topic has been prepared and made available for five cents from the Editorial Service of "The Farmer's Wife", St. Paul, Minn.

## Your Shopping Service

Louise E. Drotleff

1—Somehow boys don't like the idea of carrying their books in a school bag. They much prefer to use a strap and swing their books over their shoulder. Durable rubber straps, or "carry-alls", can be purchased for this purpose for 10c.

2—Many, many useful and beautiful things have been made from crepe paper during the past few years, but the most practical of them all—so it seems to me—are the crocheted crepe paper hats so many of the girls are now making. A 15c fold of crepe paper is needed and a 10c needle. If you wish to make your hat moisture-proof, you can secure a bottle of Moisture Resistant Solution for 15c. Should a turban become your choice, you can make that particular style; a pocket book and a belt to match from one 15c fold of paper. An illustrated folder giving complete directions will be sent free upon request.

Note:—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded to the shops where they may be purchased. Address, Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.

(Continued on opposite page, column 3)

## Plowing Under Cotton!

Hannah McK. Lyons, M.D.



The week they plowed under the first of their cotton crop, in the south, thus making an effort to conform with the great reconstruction plans being thought out by the Federal Government, I was in North Carolina. Talking with their Director of Agricultural Extension, he told of very busy days; heart-breaking days that they had passed through to get ready for that ploughing. Mentally I came back home knowing these were exactly the same heart breaking days our dairy farmers had experienced, for human feelings are much the same whether it be where cotton, corn, milk or wheat are produced.

"But", continued the Director, "Now that something definite has been decided, the plowing really begun, a plan for reimbursement determined, conditions are improving and in farm homes an optimistic feeling begins to prevail." "We are living in a changed world of people and things", says Dr. Emlin Jones. "Most of us are living on edge, fighting battles of opinion, battles for bread, battles for rights; and additional warfare with tendencies, desires, instincts and temptations. It would seem that life has been planned to teach many lessons, by rough handling; the jolts, the knocks, which follow even innocent disobedience to law."

A few days later, we were listening to the United States Secretary of Agriculture, Henry A. Wallace. A man from a line of ancestors that have known farm problems and tried to think them through. He warns that too long we have just gone along seeming to feel that somewhere there was a "magic" that would carry us through. That for "300 years or so, our pioneers, our business men and all of us scrambled without limit to produce all we could. If you could not make money farming, you could probably make it speculating in land. If you couldn't make it by making a better mouse trap than your neighbor, you could probably get along by selling gilt-edge shares in 'Mouse Trap, Preferred.' No wonder as a nation we came to believe that some sort of economic magic took care of us. We know now there is no such magic; that the poison of headlong competitive over-production does not cure the disease."

Today we are doing a new kind of thinking. It is only a few years ago that a Grange friend said to me, "We are about tired at our

house of hearing about making two blades of grass grow where one grew before." What an outburst of Oh's and Ah's and questions this remark brought forth. Marvellously well we have learned our lessons in production; will we learn them as well in marketing?

"The new economic and social machinery that has been set going is about as crude as was the first steamboat but we believe as promising," says Secretary Wallace. "Our present efforts are only patchwork when compared with the intricate thinking and social planning that will be required. All of us working together will learn to do these things better, as we go along."

"Nearly nine-tenths of the cotton farmers of the nation have agreed to cooperate in this emergency adjustment. Next year, they will not plant in the unlimited, planless way they have in the past."

"Side by side with cotton, the wheat farmer has shown his willingness to cooperate and a plan is being given to the 1,200,000 American farm families that grow wheat, to reduce their acreage; perhaps as much as one-fifth for the next two years; the amount to depend on whether other nations decide to come along with us in our effort to adjust wheat harvests to prevailing demand."

This national plan we are now putting into operation, is an emergency measure only; it will not take care of the long time situation. It is only a start. The cotton plan, the corn and hog plan, the dairy, fruit, tobacco and wheat programs that are now being launched, all these are experimental first steps in a new direction. We are thinking new things, learning new words, and learning new meanings for old words.

Summing up, Secretary Wallace says "The success of the newly created social machinery for agriculture is dependent upon the hearts of our people in permitting its operation for the general good. The adversity of the past three years has made the great majority willing to enter into a vast cooperative effort on a scale never before dreamed of."

## New Head of Pennsylvania Home Economics Extension

Miss Margaret Brown has been appointed head of the Pennsylvania home economics extension to fill the vacancy created by the death of Miss Madge T. Bogart, officials of the Pennsylvania State College announced.

## Cash Prizes Offered For Letters

An award of five dollars in cash has been offered by an interested friend for the best letter written by any reader of the Milk Producers' Review, the contesting letter to be entitled:

### "What We Need To Do For Our Community"

One dollar will be paid for each additional letter published

### Rules

1. Letters must be submitted on or before September 23rd.
2. Length of letter not to be over 300 words.
3. Judging will be made upon basis of practical suggestions for the betterment of your own community.

### Judges

WILLIAM V. DENNIS, Department of Agricultural Economics, Pennsylvania State College

VENIA M. KELLAR, State Home Demonstration Agent, University of Maryland

DR. J. L. PREVOST, "Maravilla Farm," Phoenixville, Pa.

Announcement of the winner will be made in the October issue of the Milk Producers' Review.

## The National Plan For Agriculture

(Continued from column 3, page 6)

out of production cannot be used to raise for sale any nationally produced commodity. This method is being used for wheat. The cotton plan is a combination of the leasing and option features; under it ten million acres of cotton have been taken out of cultivation this year.

3. **Marketing agreements** Agreements, drawn under the supervision of the Secretary of Agriculture, are to be made between organizations of producers and distributors; to eliminate unfair distribution practices, the Secretary is empowered to issue licenses subject to withdrawal upon cause. There is a penalty for operating without a license of \$1000 a day. The milk markets of the country are to be brought as rapidly as possible under such marketing agreements.

### Money Loans from the Government

This was the first division of the Farm Act to be carried into effect. It contains two separate divisions:

1. Loans from the Federal Land Banks.

2. Loans from the Farm Loan Commissioner.

Note For information as to loans, write to the Federal Land Bank in your own district. The County Agricultural Extension office can give you its location.

### Inflation

Inflation makes money cheaper, or able to buy less. President Roosevelt's purpose in desiring the power of limited inflation is to enable persons owing debts to be able to repay with the same size dollar as they had borrowed.

The act sanctions several methods which may be used upon the authorization of the President.

## There's Still Room For the Old Crafts

Down in Georgetown, Delaware, Mrs. Nancy Houston has revived her rug-weaving, using an old loom, idle for many, many years.

As a matter of fact, the old loom had barely escaped several times being cut up for wood, as it was large and in the way.



Mrs. Houston at the Door of Her Weaving Shed

But somehow it escaped. And about two years ago, Mrs. Houston began to use it again, making rag rugs from odds and ends of materials.

To her surprise she found customers for her rugs. These people who began to buy rugs from her found that those she wove lasted much longer than the very cheap machine-made ones.

It has been work she has enjoyed doing. There is something about the weaving in a little old shed, with a grape-vine and fruit trees nearby, which makes her enjoyment in her work quite understandable!

"The centre of the citizen is the home. His circumference ought to be the nation."—A.E.



## Open Letter to Our Members

(Continued from page 2)

member of this organization, to throw that challenge widely into the open and to answer the vicious attacks that are being launched upon us. The public is entitled to the plain facts, and, if we can bring it about, will get them.

### INTER-STATE MILK PRODUCERS' ASSOCIATION BOARD OF DIRECTORS.

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### Directors of Association Hold Bi-Monthly Meeting

(Continued from page 1)

National Cooperative Milk Producers' Association, presented a brief resume of its program.

Mr. Shangle also presented further plans in connection with the coming annual meeting. The program for the entertainment of the visiting ladies at the meeting was also discussed.

Formal reports were received from directors as to conditions in their respective districts. Much damage was reported to crops because of recent storms. There has been a tremendous loss due to damages to orchards, foliage and trees. In some areas the wheat allotment program has been a matter of material interest. In practically all sections the new milk agreement has the approval of the dairymen. It was expected to be of material benefit to the producers on the whole.

Cows reach maturity at about five years of age and their best production at seven years, yet, on the average, most cows are eliminated from New York state herds when 6.7 years old.

### Eleven States Free of Bovine Tuberculosis

With the addition of New Hampshire and Utah, eleven states are now modified accredited which means practical freedom from bovine tuberculosis. The latest list released by the Federal Government includes the following: North Carolina, Maine, Michigan, Indiana, Wisconsin, Ohio, Idaho, North Dakota, Nevada, New Hampshire and Utah.

Fifty-one of the sixty-seven counties in Pennsylvania are now on the TB-free list and many townships in the remaining sixteen counties have been tested or are awaiting the test. As a safeguard to milk markets and to public health every effort is being made to complete the work in the Commonwealth within the next two years, State officials explain.

The nine low cows of 211 cows in a New York state dairy herd improvement association gave, on the average, 3,610 pounds of milk and nineteen high cows averaged 14,806 pounds of milk. The milk from the high cows returned \$68 above feed cost, while the milk from the low cows returned but \$12 above feed cost, on the average.

—“Agrigraphs.”

## Milk Market Conditions and Prices in Other Leading Territories

### New York City

Quoting from the "Dairymen's League News," official organ of the Dairymen's League Cooperative Association, issue of August 15th, we note that the July net Pool price to its members ranged as follows, covering Grade B milk, 3.5 butterfat content, in the 201-210 mile zone—Class A, Volume Differential plants \$1.45 per hundred pounds; Class B, Volume Differential plants \$1.43; Class C, Volume Differential plants \$1.39. All other plants: \$1.33 per hundred pounds. Deductions for the month were the same as for June.

### Baltimore, Maryland

Milk prices for July reported in "The Maryland Farmer", official organ of the Maryland State Dairymen's Association, call for 15½¢ a gallon for Class I milk, 12½¢ for Class II, and 8½¢ for Class III. These prices are, respectively, approximately \$1.80, \$1.45, and \$.99 a hundred pounds; a differential of one-half cent a gallon is allowed for each point (1/10 per cent) above 3.5 test.

### Detroit, Michigan

The "Michigan Milk Messenger" quotes "July price for 80 per cent base testing 3.5 delivered Detroit is \$1.67 a hundredweight less pool fee of 13 cents, leaving \$1.54. Balance of milk is priced at 84 cents for 3.5 test delivered at country stations.

"July butterfat differentials is 3 cents. City retail price per quart from wagons is 9 cents.

"Base price will be figured on 100 per cent of base delivered after August 1st, 1933, instead of for 80 per cent."

### Chicago, Illinois

Prices at the Chicago market as reported in "Pure Milk" and approved by the Milk Marketing Agreement signed by Secretary of Agriculture, H. A. Wallace, follow: "The price of base milk for August will be \$1.75 per hundred pounds less operating check-off and the Adjustment Fund assessment, and will apply to 90% of basic milk sold.

"Class II will be the rest of the basic, and will be paid for at the rate of 3.5 times 92 score butter plus 20%, less the operating check-off.

"Class III will be the balance of the milk delivered, and will be paid for at the rate of 3.5 times 92 score butter at Chicago plus 3c, less the operating check-off.

"All prices apply to 3.5 milk F.O.B. country plants or platforms within the 70-mile zone, plus any additional differential effective on sub-markets."

### Peoria, Illinois

"The July milk prices net to members for 3.5% milk fat Peoria, are as follows: Base milk \$1.60; Excess milk, \$1.01. These prices are subject to a butterfat differential of 2½¢ per hundred weight for each 1/10 of a per cent above or below 3.5%, also to quality adjustments according to grade. "July receipts were 20 per cent higher than those of June and 3% higher than July a year ago." From "The Milk Producer."

### Hartford, Connecticut

Quoting from the "Connecticut Milk Producers' Association Bulletin", on prices of Grade B milk under pooling contracts:

Class I—All milk sold in fluid form, 6 cents per quart from August 1 to 9 inclusive, and 7½¢ per quart from August 10 to 31, inclusive.

Class 2—All milk made into cream that is sold in fluid form; the butterfat in this milk shall be paid for at 15 cents per pound above the month's average of the Boston butter market, milk to go with fat.

Class 3—All milk made into manufactured products, except butter; the butterfat in this milk shall be paid for at 8 cents per pound above the month's average of the Boston butter market, milk to go with the fat.

Class 4—All milk used in making butter. The butterfat in this milk shall be paid for at 8 cents per pound above the month's average of the Boston butter market, milk to go with the fat. Outside 92 score butter quotations shall be used in all classes.

The price of butter, on which our surplus milk price is figured, for July was 25.54 cents per pound.

It should be understood by all that the prices given above constitute a basis for four per cent milk when sold by weight and test, with premiums and discounts calculated at the rate of four cents per point up or down on Class I milk. All milk not weighed and tested shall be considered as four per cent milk. It should also be understood that these prices are for milk delivered at market centers.

### Louisville, Kentucky

Dairymen supplying the Louisville market were paid in July as follows, according to the "Fall Cities Cooperative Dairymen":

Grade B shippers will receive \$1.82 per 100 pounds of milk for 65 per cent of base. Grade B milk shipped in excess of 65 per cent of base will be paid for at \$1.13 per 100 pounds.

(Continued on next page)

## QUALITY -- MILK --

The big factor for the maintenance of your market, both as to volume of consumption and as to price.

Healthy Cows  
Clean Milking Methods  
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ARE LEADING FACTORS

### To Milk Producers

We read much these days in the press relative to the milk business. Many producers are finding fault with our Interstate Milk Producers Association because its officers have helped draft the new milk code.

The critics, as near I can ascertain, offer no constructive suggestions but constantly want to find fault with their own organization and its officers.

I think we are all agreed that the milk situation is not as we would like to have it. Everything cannot be accomplished in a day but a beginning has been made in the Milk code and it offers the opportunity for changes as they are needed.

So many want to do away with the Basic and Surplus plan, but they have no better plan to offer. Some feel it has served its purpose and that it has outlived its usefulness. Surely we have to have some check on overproduction and keep a uniform supply. Let those who have a better plan speak up or forever hold their peace.

Some feel our President, Mr. Allebach, is not serving the best interest of the producers he represents and should be dismissed. They feel he is working for the distributors interest.

Mr. Allebach is a producer also and I doubt if there is a person in the Philadelphia Milk Shed or any other who has worked and fought harder for the dairymen's interest than he.

If the critics would look up the facts first and then talk they would have a better understanding of the situation and talk more intelligently.

I doubt if there is a body of men who have the interest of the producers at heart more than our Board of Directors and Officers.

Let's have cooperation and constructive criticism and all get together in one organization and forget our petty personal grievances and go forward with a united front for the betterment of the industry and all concerned. United we

stand and divided we fall. If the Interstate is not conducted as it should be let all factions get together around a common table and thresh out our problems and then all pull together for a bigger and better Interstate Milk Producers' Association in the Philadelphia Milk Shed.

Respectfully submitted,  
LEWIS P. SATTERTHWAITE,  
Newtown, Pa.

### Inter-State Milk Producers' Association Incorporated Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers  
in the Philadelphia Milk Shed

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### Milk Market Conditions

(Continued from page 8)

All prices quoted are for 4% milk delivered to the dealers platform. The differential for butterfat test above and below 4% milk will be 2½¢ cents per point for July. Ungraded milk brought 29 cents a pound of butterfat for the first part of July and 30 cents per pound the last half. This made an average of 29½¢ cents, which on a four per cent basis is \$1.18 per cwt. and, with the Association 5 cent check-off applied to this price, made a net price of \$1.13 per cwt.

### Milwaukee, Wisconsin

The "Milwaukee Milk Producer" reports that producers on that market received the same price in July as in June, that is \$2.00 a hundred for 3.5 milk for fluid trade with milk retailing at 9c from the wagons. Milk intended for relief purposes was bought at \$1.77 a hundred.

Uncle Ab says that doing things brings more satisfaction than merely knowing things.

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DRIED BEET PULP fits any ration. It replaces part of hay. And all or part of silage. It supplements failing pasture. It is a valuable ingredient of any feed mixture. It keeps indefinitely, will not mold or sour, rats or mice will not touch it.

Dried Beet Pulp is valuable, too, for growing lambs and beef cattle. Ask your dealer about it today.

Dried Beet Pulp makes a very good litter for poultry

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### Announce September Percentages for Classes I and II

Based on reports of purchases and sales during July as provided for in the Philadelphia Milk Marketing Agreement, 83 per cent of the established basic quantity produced during September will be paid for at Class I, or basic, price.

The next 14 per cent of the established basic quantity will be paid for at Class II, or Cream price. Any production above 97 per cent of established basic quantity will be paid for at Class III, or Surplus price.

Should a producer ship 83 per cent, or less, of his established basic quantity he will be paid full basic price for all of his shipment. If he should ship not more than 97 per cent of his established basic all his milk will be paid for at Class I and Class II prices.

EXAMPLES	
Est. Basic Quantity	Sept. prod.
(1) 10,000	12,000
8,300 at Basic Price plus	
1,400 at Cream Price	9,700
	at Surplus Price 2,300
(2) 10,000	9,000
8,300 at Basic Price and	
700 at Cream Price	9,000
	at Surplus Price 0
(3) 10,000	8,000
8,000 at Basic Price—	
None at Cream Price	8,000
	at Surplus Price 0

## COWS For Sale

I can furnish at all times fancy, high-grade Wisconsin, Minnesota and Ohio, Jersey, Guernsey and Holstein cows, 1st and 2nd calf heifers, from modified accredited areas and abortion tested, to freshen in 10 to 30 days, and all A-No. 1 stock in carlots, and ship from above points, freight prepaid at lowest prices ever quoted, and you pay for cows at arrival if satisfied. Every cow guaranteed as represented.

Can also furnish fancy, high-grade accredited N. Y. State cows in any number.

Satisfaction guaranteed. Any further information will be cheerfully given.

All breeds of rams and ewes.  
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## \$1 RIDES YOUR LAWN OF WEEDS



Here's a new chemical discovery that absolutely RIDES YOUR LAWN of dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

### WEED-TOX

DOES NOT HARM REST OF LAWN

One dollar bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fixing—no sprayer—nothing else to buy.

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### Hearing Highlights

(Continued from page 4)

some interests that the Inter-State "betrayed" producers in general and Inter-State members in particular because it did not actively poll the members about the code. Apparently it was forgotten that the "Review" is sent to all active members and a complete summary of the agreement was printed in its columns, also that every member of the Inter-State has always been urged to discuss by letter, telephone or visits at the office or with officers and directors anything and everything about the Inter-State's work. This agreement, it so happens, is substantially the same as the marketing plan followed for years, plus government approval.

It was an exciting four days. There were lots of fireworks. Open threats of a milk strike were made if every demand of a certain group was not met. Strong testimony was given—so was weak testimony. Facts were in evidence—and almost as frequently was heard opinion disguised as fact.

But when this reaches "Review" readers the complete evidence will be in the hands of the Agricultural Administration at Washington. It will be the duty of these experts to winnow the chaff from the wheat—or should we say to test the "milk," discarding any that is not clean, that has been watered, or that has been skimmed, basing their decision only on Grade "A" evidence. In the meantime, be patient. These men will reach the best solution possible and they can't grant every request of every interested group. There must be "give and take." It is apparent that certain producers' factions will have to "give" on many points.

A man who is ingenious enough to hang a gate or to set three posts in line can install a hot water system in the kitchen. A. M. Goodman.

### Future Farmers Win In Judging Contests

Six boys will represent Pennsylvania in national judging contests this fall as a result of their efforts in state-wide competition at the fourth annual Future Farmers Week at the Pennsylvania State College.

Members of the dairy cattle judging team which will compete at the National Dairy Exposition will be Harold Ahrens, Ontelaunee, Berks County; Glenn Heckman, St. Thomas, Franklin County and Sylvester Smeltzer, Centre County, who achieved the three highest scores as members of teams entered in the state contest. The livestock judging team which will try for national honors at the American Royal Livestock Exposition in Kansas City will be composed of Jesse Houseknecht, Lycoming County; Harvey Strasner, Waynesburg, and Milton Brown, Fawn Township, York County, who placed highest as individuals on teams.

Winning teams in the contests were: Lycoming County, livestock; Charleston Township, Tioga County, dairy cattle; and Lebanon County, poultry. Russell Darkes, a member of the winning poultry team, scored highest individual honors among team members. Richard Farver, North East, had the highest score for individuals competing unattached. Fred Adleman, Harris Township, Centre County, won similar honors in livestock judging.

Ralph DeTurck, Oley, Berks County, won the right to represent Pennsylvania in the regional contest at Springfield, Mass., next month when he scored the highest of 11 competitors in the public speaking contest. His talk was on "The Agricultural Situation." Rudolph Remek, Edinboro, won the farm mechanics contest.

Dairy cattle judging attracted 250 boys, poultry judging 140, livestock judging 105, and the farm mechanics contest enrolled 17.

### DRINK MORE MILK

## Horace F. Temple

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BELL PHONE No. 1

### Dissatisfied Producers

Has it ever occurred to the dissatisfied milk producer, who has made the dairy business what it is today.

Has it ever occurred to him just who has been instrumental in building up a business that has given to the farmer the splendid return that dairying has in the past, and which it would today, if everybody played the game?

The cooperative marketing association has been the large and dominant factor in this program. Probably it has been too successful and has opened the door to everyone who wished to get into the business, many of whom have turned their backs upon those who have given them this opportunity.

In many cases farmers have objected to sanitary regulations, but it is largely because of those regulations that we have been able to maintain a satisfactory market and to obtain an adequate consumption of our products.

There has been some question as to the possibility of surplus milk being sold in bottles. Up until the time of the adoption of the new agreement it was impossible to fully check on this matter—but under the new agreement, governmental check will be made and an adoption of a system to do this work has already been organized and is now under way.

Under the present system reports from all dealers in the area will become available and definite information on sales and purchases will be available, showing definitely the percentages of milk for bottled and wholesale trade. The milk that represents the basic milk supply will be known and will be used as a basis of establishing the percentage of milk to be paid for as basic quantity milk.

This is one of the problems that the association has been trying to arrive at and it was only rendered definitely possible under the plan of the national government and with its support.

This should go a long way in proving to those who have been opposed to the association that its leaders have been working for the interests of the dairy farmer. They have had the vision, but have lacked the power to do things, which by governmental aid are now possible. The use of this information should go a long way toward improving the situation, provided, of course, that the dairy farmer gives the industry and the association, its full support.

Uncle Ab says that no matter what you may say about home sense, there's an awful lack of automobile sense.

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of July, 1933:

No. Inspections Made	2331
Sediment Tests	1404
Meetings	4
Attendance	61
Reels Movies	0
No. Miles Traveled	32,248
Bacteria Tests	6582
Man Days, Fairs & Exhibits	0

During the month 45 dairies were discontinued from selling for failure to comply with the regulations—26 dairies were re-instated before the month was up.

To date 264,841 farm inspections have been made.

### Less Milk and More Profit Possible By Changing Dairy - Farming System

It is possible for the individual dairy farmer to produce fewer gallons of milk and still make more money, whether a nation-wide control program is put into effect or not, according to the Federal Bureau of Dairy Industry. Improvement in the general level of dairy prices resulting from nationwide curtailment should, however, provide additional returns.

Observations of dairy-farming methods in many areas, together with results of feeding experiments, have convinced the bureau that many farmers would find it advantageous to change their system of farming to one in which they would keep most of their land in permanent pastures and legumes, and feed very little, if any, grain. The pastures and other roughage would be the basal ration, and grain would be fed only when the resulting increase in production could be obtained at a profit. When prices for milk and butterfat are low, more dependence would be put on the roughage ration, with a lower but more profitable production.

"Farming and feeding according to this system," the bureau says, "would contribute to the dairy farmer's income in 3 ways: (1) It would enable him to produce milk at the lowest cost; (2) it would reduce the quantity of milk going to an already overloaded market; and (3) it would tend to stabilize the industry by reducing fluctuations in supply and in price."

The farming and feeding system suggested by the bureau is based on the results of actual feeding experiments in which dairy cows were fed on three different kinds of rations—a full-grain ration, or 1 pound of grain to 3 pounds of milk produced; a half-grain ration, or 1 pound of grain to 6 pounds of milk produced; and a ration consisting of roughage only. Cows fed roughage only produced 70 percent as much milk as when they were fed

### TB Testing Proceeds At Rapid Rate

A total of 55,820 cattle were tested for tuberculosis in Pennsylvania during a recent month, a report from the bureau of animal industry, State Department of Agriculture, indicates. Of this number, 2,519 or less than 5 per cent reacted.

The number of cattle under supervision has increased to 1,325,917 in 167,033 herds. Fifty-one counties have been completely tested.

All the herds in 46 townships of the remaining untested areas are awaiting the test.

### Increase In Number of Swine Expected

An increase of about 4 percent in the 1933 spring pig crop over that of 1932 in Pennsylvania is shown by the June Pig Survey made by the Department of Agriculture, in cooperation with the Post Office Department through the rural mail carriers. For the United States as a whole, there was an increase of 3 percent in the number of pigs saved, compared with the number saved during the spring of 1932, and in the Corn Belt an increase of about 4 percent.

An increase of 8 percent in the number of sows to farrow in the United States during the six months, June 1 to December 1 of this year, compared with the same period of 1932, is in prospect. An increase of 13 percent in fall farrowings is estimated for the Corn Belt States but decreases are in prospect in all other areas. A decrease of 7 percent is indicated for Pennsylvania. If the number of sows which farrow in the United States this fall should be as large as now estimated, farrowing would be 20 percent larger than the 1928 to 1932 average, and the largest for any year since 1923.

"Think it's going to rain, neighbor? See all those little clouds," hopefully enquired one farmer of another, during a long dry spell.

Said his neighbor, "Not unless they get together."

a full-grain ration, and when fed a half-grain ration they produced 93 percent as much as they produced on the full-grain ration. Other studies indicate that the cost of producing the necessary feed nutrients in the form of roughage is so much less than in the form of grain that the dairy farmer who grows all his feed will make more money if he grows and feeds it in the form of roughage. The lower cost of producing and feeding a roughage ration more than offsets the lower milk yield per cow, the bureau says.

# Stop! Look! Listen!

People in Philadelphia during the past year have been buying approximately 750,000 quarts of milk daily,—and when their unemployment line shortens they'll buy more.

## How Much Of Your Own Product Do You Use?

For health, nutrition specialists are recommending a quart of milk a day for each child, and at least a pint for each adult.

Philadelphia Inter-State Dairy Council

219 North Broad Street

Phila., Pa.



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We write but two classifications, "W" and "X." This means a large saving on high priced cars.

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Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932.

## COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

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It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....  
 Address.....  
 Street and Number..... City..... County.....  
 Business..... Payroll..... Make of Car..... Model.....

READ THE.....

## Milk Producers' Review

Do Your Women Folks Read the Home and Health Page?—It Will Interest Them.

## Keep Posted On Market Conditions

Check Your Milk Prices on Official Quotations (see page 5)

And don't forget the Advertisements. Maybe you can save money—and when you do write the advertisers, tell them you saw their ad in the "Milk Producers' Review"

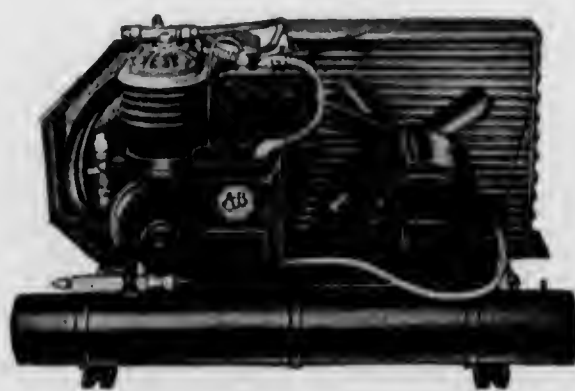


## HIGHEST QUALITY REFRIGERATING COMPRESSORS

Are Sold by Authorized Dealers Only

at a Savings of 25% or More!

FOR MILK COOLING AND STORAGE USES



"M&E" Dairy Cabinet Compressor of 750 to 1100 lb. I. M. C. Others from 175 lb. up. Complete with starter and thermo cutout. Electric or gasoline driven to fit available power conditions.

Territory open for additional authorized dealers. Complete free training school Monday, Tuesday, Wednesday of each week free at Philadelphia plant. Write, wire, phone at once.

Seventh Year in Electric Refrigeration

Manufactured by  
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Thousands of these sturdy, heavy duty compressors are in use on the most modern dairy farms in the East—and bring the highest recommendation from dealer and user. Very economical—great surplus power—and remarkably trouble free. Lowest delivered and installed prices give authorized Factory Dealer ample, substantial profit, but eliminates distributors' discount—save your customer 25 per cent or more!

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., October, 1933

No. 6

## Federal Report Cites Need For Strong Dairy Co-ops

markets off by themselves according to these investigations. Milk will be attracted to the best paying markets whenever transportation costs and difficulties are not too great. For this reason closer co-operation between milk marketing associations is urged.

A significant figure reported was that 6.8 percent less milk and cream was received at the six markets in 1932 as compared to 1931.

pounds in 1931 and just over 588 million pounds in 1932.

Other figures showed that Pennsylvania farmers market enough milk to supply all the fluid milk and cream needed and about 14.5 percent or 456 million pounds extra is manufactured into other dairy products. In addition, almost 290 million pounds of imported milk are manufactured within the state. These figures which show that

Philadelphia's milk shed, as is well known to "Review" readers lies principally in Southeastern Pennsylvania which supplies 69 percent of the milk and in New Jersey with 9 per cent. Maryland with 13 percent. Delaware with 2 percent and with about 1 percent divided between Virginia and West Virginia. Inter-State membership was found to be well distributed over the shed in proportion to production except that the extreme northwest part of the shed which

## Attention, Members—

A coupon is provided on page 3—for an expression from you about methods of establishing 1934 basics. Send it in.

## There Is No Magic Wand

"In our efforts to make adjustments, we find wherever we turn that there are entrenched, selfish interests. We, therefore, have tried a great variety of short time adjustments, but every one of them, as long as this underlying situation is not faced, brings about within a short time, an outcry from some other class. Each particular group, when it sees itself in danger, gets in touch with certain governors, congressmen or senators and descends on Washington. Calls are made on one of the Secretaries or the President and simultaneously a statement is issued to the press. High pressuring of this sort often results in action which is highly desirable, but at other times, it is hasty and ill-considered, and bound to provoke the most serious reaction from some other group later on. A government can stand a considerable amount of battering of this sort. The unfortunate thing about it all is that when a situation is temporarily solved by political pressure in this way, the people begin to think that the government can solve all economic problems indefinitely by a wave of the Magic Wand. . . . Of course, this attitude on the part of our people is extremely dangerous. It causes them to think that problems can be easily and simply solved by governmental fiat. I think the centralizing power of the government can be of tremendous help but it can also be very dangerous unless our people are widely educated concerning the supply and demand elements in the various commodities. . . .

"One thing which disturbs me exceedingly about the people of the United States, whether they be conservative grain dealers, left-wing farmers or labor leaders, is the way in which they jump at conclusions on insufficient grounds."—HON. H. A. WALLACE, 9-20-33.

Philadelphia had 9.5 percent less which accounts in large measure for the increased surplus, a fact apparently ignored by most who condemn the present marketing agreement. There is a decided increase in truck deliveries with a falling off in rail shipments in the territory studied.

The survey contained several sets of figures of special interest to readers of the "Review." One set referred to Philadelphia receipts which showed about an 18.4 percent average monthly surplus over fluid sales. Fluid sales in Philadelphia were almost 623 million

3,113 million pounds are consumed in Pennsylvania cities do not take into account the milk in those parts of the natural milk sheds of Philadelphia and Pittsburgh which lie outside of Pennsylvania but which would naturally be included in consideration of the separate sheds. Neither do they take into consideration that part of Pennsylvania which lies in the New York milk shed and exports to that city.

Every state in the area studied depends largely on the middle west for manufactured dairy products where they are produced cheaper than can be done in the east.

has been opened recently is not fully represented.

Figures for surplus milk sales for the entire area and for Philadelphia give interesting comparisons.

This amounted to 56 percent of total receipts for the six markets with the 1932 figure being slightly larger than for the 1931 surplus. The surplus milk sent to market by Inter-State members during the same two years was only 17 percent of the total, showing a healthier market condition than over the area as a whole.

Retail prices show that Philadelphia consumers received standard grade milk at the lowest price of any market studied and that producers in this market got a larger slice out of every dollar the consumer spent for milk than did the producers in New York, Boston or Baltimore.

The following table gives the average for 28 months from January 1931 to April 1933:

Market	Producer Received ¢ per qt.	Consumer Paid ¢ per qt.
Philadelphia	4.28	10.57
Boston	3.37	11.44
Baltimore	4.68	11.79
Richmond	5.26	12.5
New York	2.90	12.87
Washington	6.07	13.6

The entire report shows the need for dairy marketing organizations. Findings of the survey are conclusive that the work they do is important in stabilizing markets and in controlling production both from month to month and over the long pull. Philadelphia marketing conditions stood the comparison with competing markets with flying colors. It is evident that both producers and consumers in this area have been receiving a square deal.



## Inter-State Asks For Change In Agreement

THE Inter-State Milk Producers' Association has filed a brief with the Agricultural Adjustment Administration at Washington requesting several important changes in the milk marketing agreement. These changes are intended to bring greater returns to producers while a few of them are designed mainly to simplify the provisions in the agreement.

One of the important changes asked for provides that, "All the retail and wholesale sales of milk in bottles, including skim milk, buttermilk, and chocolate milk, and all of the wholesale sales of milk in bulk, including skim milk,

red in the 51-60 mile zone and more in more distant zones. These three items amount to about 18 cents total per hundred pounds.

Simplifications of the rules for earning Class A bonuses was requested together with an increase in the amounts of bonuses. It was requested that these bonuses should be paid each month that they are earned without any relation to other months or other seasons of the year.

A change was asked in the method of establishing a basic production for new producers and also to provide that an old producer may establish a new basic of 70 percent of his average daily production for the year if that should be higher than his present basic. Old producers whose production falls below 70 percent of their established basics for three months will have a new basic which will be the average of the old basic and the production during that three-month period.

Another change urged was to add a feature requiring distributors who sell milk testing 4 percent but under 4.5 percent butterfat to sell that milk at a price at least 1 cent a quart above established grade B price and milk testing 4.5 percent or more must be sold at 2 cents a quart above established grade B price. This was requested to protect the market of the producer of grade B milk, which can not be sold at less than a certain price from the inroads of a richer milk that does not carry the "A" or "AA" label.

It was also recommended that the distnat areas now sending cream to Philadelphia be not recognized in any way as a part of the Philadelphia milk shed. The question of retail price in secondary markets was brought up as needing study and wherever justified to establish a lower price in those markets than in the primary markets.

Several other minor changes were urged, almost all of which were designed to simplify the agreement or clarify the meaning intended. It is expected that many of these changes will be incorporated in the agreement when revised by officials of the Agricultural Adjustment Administration.

### Clip and Mail

Without delay the coupon found on the opposite page

## Below The Belt

A committee of four stockholders of the Inter-State Milk Producers' Association, thru their attorney, has caused to be published on October 9th, a broadside of accusations and implied accusations of mismanagement, misappropriation and incompetence against officers and directors of that organization. Letters were said to have been sent to each director including these statements and asking them to resign.

Some of the papers got both sides of the story, and included a flat denial by Secretary I. Ralph Zollers backed up with facts. This denial pointed out that faith was broken by their accountants who stated they would show Mr. Zollers their findings and check up with him on any points not clear. This was not done. Furthermore, complete records were available on every point raised and these were not asked for, or if asked for and used were given absurd interpretations.

The Inter-State is a service organization. It does not deal in goods but in services and therefore the 83 per cent of expenditures in salaries and expenses of officers, directors, and employees is only logical. It takes men and money to render regular unbiased service to more than 20,000 milk producers in 48 counties of five states. The charge was made that out of it all came a code that discredits the management. The Milk Marketing Agreement to which they refer was approved by Secretary of Agriculture H. A. Wallace and therefore these charges must also apply to him.

A slam was taken that the Directors of the Association are paid for their work and the expenses incurred in their work. Such pay is taken for granted in any well conducted organization. Directors who live at the greatest distance or who have done the most committee work, were singled out as the worst offenders.

A charge that no money could be found for 1692.9 shares of issued stock was made. This was accounted for and discussed fully at the 1932 annual meeting, but that fact did not interest the investigators or our accusers. This resulted in part at least from clerical errors in which entries on the stock certificate stub were copied incorrectly, actual cases being found in which decimals were omitted, making a .4 share appear in the records as 4 shares. These errors occurred over about 12 years and the above figure is an accumulation during that time. No stock was issued for which cash was not received

and no moneys were ever misappropriated.

A new stock record plan, such as the P. R. R. uses, was started four years ago, completed in 1932 and there will be provisions in the final draft for collective bargaining on the part of producers.

That bargaining takes skill. It requires experience. It needs a background of sound facts and close knowledge of conditions, not only on the farms but among consumers. The position of officers in a bargaining organization is akin to that of "big business" executives which was described so ably by the "Evening Bulletin" as follows: "Critics are prone to forget that on the organizing and executive capacity and business acumen of those who shape corporate policy may hinge success or failure the earnings of millions for shareholders annually or the sinking of their capital in a sea of red ink."

Does not that apply in proportionate degree to officers of the Inter-State? Pitted against the farmers' representatives in this bargaining are the best executive minds of corporations doing millions of dollars of business a year. It is the work of those executives to obtain as much of the available business as possible. It is their work to make a reasonable a return to stockholders as business conditions permit. If they fail in this, others more capable will take their places.

The charges even accused the officers of mismanagement because they authorized the association to pay the hotel bills of directors while in the city on association business.

More ridiculous than that is the implied accusation that the present officers and directors are responsible for a condition which existed during the World War whereby milk producers got more of the consumer's dollar than they do now. Because those making these charges apparently think this condition could have been maintained they are asking every officer and every director to resign.

Such accusations, even when dressed up with clever language and coming from a law office, will not fool many.

We are glad the stockholders who asked this investigation express faith in the Inter-State. We feel sure that, had their attorneys and accountants given them complete facts accurately interpreted, they would have faith in the honesty and ability of its officers, also.

This is an internal affair and the membership will, we are sure, demonstrate this faith at the annual meeting. You members are of good American stock and will resent the misleading and meddling aid of certain un-American elements which are not engaged in dairy farming.

This year more than ever, it will pay the dairymen to get rid of unprofitable cows and to feed liberally the high producers.

## It's A Man's Job

IT is a foregone conclusion that regardless of how little or how much the Philadelphia Milk Marketing Agreement may be changed there will be provisions in the final draft for collective bargaining on the part of producers.

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the officers of the Inter-State are alert to make every move that will bring the farmers more money for their milk. It is only one instance. The records are full of others of equal or greater importance.

When outside influences drove down the retail price of milk during the depression the cuts were not passed back to the farmer in full. The Inter-State was on the job and resisted every such effort, saving thousands of dollars every month for producers sending milk to Philadelphia.

A single mistake, a moment's inattention, then or at any other time, might easily deprive producers of several cents on every hundred pounds of milk produced. Marketing ability and skill as well as experience are needed to avoid mistakes.

### Must Know Conditions

As a bargaining organization officers of the Inter-State must and do know conditions on the farm and they must and do know that constitutes a fair price to consumer. More than that, they must be prepared to advance the interests of producers, or protect their interests, whenever occasion arises to discuss probable price changes.

Free and frank discussion of proposed price changes requires a friendly feeling among interested parties. Fair treatment would be impossible, only trouble would arise, if the bargaining representatives of the producers accused the buyers of their product of being dishonest or worse. No one would buy an auto, a radio, a cow, or anything else from a salesman who called him all kinds of hard names.

The officers and directors of the Inter-State, representing the producers, must sit across the table from executives of the dairy companies doing business in Philadelphia. They treat each other as intelligent business men who will listen to reason when presented by reasonable persons in a reasonable manner.

That has been the position and policy of the Inter-State during the last 16 years. It stands on its record of getting for the farmer the largest part of the consumer's dollar of any large eastern market and giving to the consumer a steady supply of high quality milk at a fair price.

One ton of manure plus fifty pounds of superphosphate makes a well-balanced fertilizer.

The reduction in wheat acreage asked by the secretary of agriculture for the 1933 seeding is fifteen per cent.

## Members! Vote On Basics

HOW SHALL basics be figured? That is a question which we are putting squarely up to members of Inter-State Milk Producers' Association. The Board of Directors at its meeting on October 6th and 7th discussed this at great length and from every conceivable angle. The discussion showed substantial agreement on the wisdom of a long time policy similar to the plan that has been followed since the basic-surplus plan was adopted in 1921.

But the immediate present, in the opinion of some directors, requires emergency treatment. They felt that the basics of many producers are held down unduly. Accordingly, a plan was suggested that the 1934 basic be figured as the average monthly production during 1933. This plan was not approved outright but was turned over to you members for your expression of opinion.

Here are a few thoughts expressed by the directors in discussing the proposition:—Many producers have not been producing their basic during 1933 and they would and should have their basics reduced. It would penalize producers who have held production down to their present basics. Each producer will get a basic according to his 1933 production without relation to other years. It will help those who have just started producing milk and those who have greatly increased the size of their herds and this will be at the expense of those who have held down production. It will meet much of the criticism that has been leveled at the Marketing Agreement. It will cause greater seasonal variations in milk production with wider fluctuations in the percentage of basic bought at Class I price. Also that it will penalize producers who produce a regular amount of milk during the high cost part of the year.

These statements are given mainly to help you see the whole picture. This proposition is an alternative to that provided in the Marketing Agreement, Exhibit B, Section 9, as follows:

"Each producer's present established basic quantity shall be added to his July 1933 production and his November 1933 production and the total sum divided by 3; Provided, however, No producer will be allowed thereby to obtain a new basic quantity more than fifteen percent (15%) in excess of his present established basic quantity."

The Inter-State has previously requested of the A. A. A. that the agreement be changed so that any old producer may increase his basic to 70 percent of his average production the previous year if that amount is larger than his present basic.

In the light of this information you are asked to express your opinion as to which means of determining basics is the fairest to you for 1934 and thereafter. The result of this poll will be transmitted to the A. A. A. officials at Washington, who have the final word on this or any other proposed change in the Marketing Agreement. We feel that such an expression of opinion will bear weight even tho the time limit for filing briefs has expired.

Please mark the coupon and be sure to give your name and the name of your local. Drop it in the mail so it will be postmarked on or before October 21. Send sooner if you can.

### EXPRESSION OF OPINION ON

#### METHODS OF ESTABLISHING BASIC PRODUCTION for 1934

The Board of Directors of the Inter-State Milk Producers' Association has requested that all producing members of the organization be polled thru the columns of the "Milk Producers' Review" to determine the consensus of opinion as to which of the two methods described below is preferred for determining basic productions for 1934.

(Show preference by marking X in proper square)

- A. The present basic production of each producer plus his July 1933 production, plus his November 1933 production, and this total divided by three, provided that it shall be increased not more than 15 percent over his present established basic. (As in present marketing agreement.) ☐
- B. The monthly average of each producer's 1933 production records. ☐

Member's Name.

Address

Name of Local

Put in envelope and send first class mail to the Inter-State Milk Producers' Association, 219 N. Broad Street, Philadelphia, Pa. Envelope must be postmarked on or before October 21, 1933.



## INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

August A. Miller, Editor and  
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## Production Control Object of New Plan

A plan of considerable merit for controlling milk production has been advanced by the "American Agriculturist." Similar plans have been suggested by many others. It provides that all T. B. cows be disposed of within the next six to twelve months. Also that cows afflicted with Bangs disease (abortion) be eliminated as far as possible if not entirely. Third, that "boarder" cows be disposed of as soon as possible. Indemnities would be paid for cows with T. B. and Bangs disease and a bounty for all boarder cows sold.

A fourth feature of the plan states, "Provide some kind of fair and reasonable plan whereby a dairyman cannot increase the size of his dairy in the immediate future, say during the next two years, with exceptions where justified."

No one with the best interests of dairying at heart can dispute the wisdom of getting rid of cows afflicted with either T. B. or abortion disease. T. B. is already on the run. Abortion is expected to follow within a few years. Then may come the elimination of mastitis, or garget. "Boarder" cows have been the bane of good dairying for decades and are now producing all our surplus.

However, with an urgent demand for tax reduction it may prove difficult if not impossible to find the funds for such indemnities and bounties. A good price for beef would do the job much quicker and easier.

The fourth point provides that a plan be provided. This is next to impossible without a distasteful. Whoever should be burdened with such a duty would be the target of every conceivable attack, because he would hurt someone's pocket-book. The basic-surplus plan

strives to prevent undue increases in size of herds by compelling producers to sell extra milk as surplus and at surplus prices. And see what happens! Those who want to increase their herds (thereby increasing production) are objecting violently to this time-tried plan—because it is designed to keep production under control.

Perhaps it can be said that the basic-surplus plan has "failed" because it has succeeded. It makes each producer individually responsible for any surplus he may create. Objections are coming almost entirely from those whose pocket-books are touched, those who want to increase production at will and get Class I prices for all of it. We doubt the sincerity of their support of the A. A. A.

## Chicago Strike Fails

The milk strike called in the Chicago area failed after a few days' life. It was called by a few "left-wing" producers and never won the support of more than a thousand farmers.

The other producers, including about 18,000 members of the Pure Milk Association, formed convoys for trucks headed for receiving stations and saw to it that they were not deprived of their livelihood by a small minority of dissenters. The strikers demanded a higher price and struck even tho the Pure Milk Association had already requested approval from officials of the A. A. A. for such an increase. The Association's was an orderly request and was granted after investigation proved it justified.

## See Page 3

Send the coupon so we will know your preference on method of determining basic.

Lewis W. Morley, executive secretary of the American Jersey Cattle Club, has announced the reduction of the life membership fee of the Club from \$100 to \$50. This reduction, effective now, is the first made in the membership fee for more than half a century.

## A Suggestion

The small boy was much interested in watching a bald-headed man scratch the fringe of hair around the side of his head. The man kept it up so long that the boy finally reached over and said in a loud whisper, "Say, mister, you'll never catch him that way. Why don't you run him out in the open?" —The Log.

## A Flat Farm Price—What Would Happen?

A popular demand at the recent Federal hearing on the Philadelphia Milk Marketing Agreement was for a flat price at the farm for all milk. It looks good on the surface but it disregards certain economic laws, therefore it will not work, except by force. Even then the life of such an order would be short and full of hardships.

We believe the flat price advocates meant a flat price for all milk of the same quality, that they are in favor of a differential according to butterfat test and want to retain bonuses for special grades. In other words, they would do away with the basic-surplus plan and they would make distributors pay all transportation costs. I shall treat only the latter fallacy here.

The value of all milk of the same quality is the same after it reaches market. But—since it costs more to haul milk 200 miles than to haul it 50 miles the value of that milk is less when 200 miles from market than if it were only 50 miles away. If a flat price were paid everyone, the farmer living 200 miles away would be awarded a premium. But he couldn't get that premium unless he kept his market.

It would cost the distributors

more to haul this milk so naturally they would buy their milk just near their market as possible so as to reduce hauling costs. They would use every means possible to eliminate the long-haul milk because it would serve their purpose no better than short-haul milk and it would cost them more. It would mean that the near-by farmer would capture the market.

One other point—most of Philadelphia's milk produced more than 75 miles from market is shipped to the west of the city. Those producers would have the advantage of lower freight rates on milk shipped in and then have their milk shipped to market at some other party's expense if they could keep their market, a condition that could not be permitted under established fair trade practices.

Should this flat price demand be granted (its chances are very, very remote) it could cause only a chaotic market condition. It would result in a constant and costly battle between distant and nearby producers. It would make it impossible for any producers' bargaining organization to operate effectively, for its members from different sections would constantly be at odds with each other.

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

OFFICERS  
H. D. Allebach, President  
Frederick Shangle, Vice President  
I. R. Zoller, Secretary  
August A. Miller, Assistant Secretary  
F. M. Twining, Acting Treasurer

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A. B. Waddington, Woodstown, Salem Co., N. J.  
B. H. Welty, Waynesboro, Franklin Co., Pa.  
One vacancy.

Executive Committee  
H. D. Allebach, Chairman  
Frederick Shangle  
E. P. Willis  
R. L. Tunney  
E. H. Donovan

The August farm price index was 72 compared to 76 in July, to 64 in June, and 59 in August 1932. These are based on the average of the years 1910 to 1914, which is set at 100.

## Must Report Cases of Bang's Disease

The bureau of animal industry, Pennsylvania Department of Agriculture, has been advised by the Department of Justice that practicing veterinarians throughout the Commonwealth must report promptly to the bureau all cases of Bang's disease which may come to their attention, including blood tests made by them. Failure to make such reports to the bureau, regardless of the results of the blood tests, makes the veterinarian liable to prosecution and fine under the livestock sanitary law.

Bang's disease causes great loss to owners of infected herds and the fullest possible cooperation between all parties is necessary in order to reduce this loss to a minimum. Dr. T. E. Munce, director of the bureau, explains, "To successfully control Bang's disease, prompt reporting of blood tests and disease cases to the Bureau, is essential."

Percy Noell, the American press agent for French wine and who started the controversy whether wine is more easily digested than milk, heard about a once noted French doctor, now 93, who had drunk wine all of his life, never got sick, and was a photographer. He found the old doctor eating milk toast.

## LATEST MARKET PRICES

The prices quoted below are for September, 1933, and represent those to be paid by buyers of milk for that month.  
The first 83% of established basic quantity will be paid for at Class I or cream price.  
The next 14% of established basic quantity will be paid for at Class II or cream price.  
Milk in excess of the basic quantity and cream amounts will be paid for at Class III or surplus price.

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

Subject to change whenever warranted by market conditions, and subject to the approval of the Secretary of Agriculture of the United States. All milk will be purchased on basic and surplus plan. The prices are to be paid by all distributors to all producers.  
From the prices quoted, a deduction of 4 cents per cwt. for handling charges at terminal markets, has been made.

From the prices quoted, buyers of milk will deduct and pay over to the various organizations various amounts as stated below:  
1. The members of the Inter-State Milk Producers' Association authorize the "contracting distributors" to deduct two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same as dues to the Inter-State Milk Producers' Association.  
2. The "contracting distributors" members of the Inter-State Milk Producers' Association, authorize the "contracting distributors" to deduct an additional two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same to the Dairy Council.  
3. From the non-members of the Inter-State Milk Producers' Association, the "contracting distributors" shall deduct a corresponding four (4) cents for each one hundred (100) pounds of milk purchased from said non-members and shall pay same to the Dairy Council, one-half of which sum shall be kept as a separate fund by the said Dairy Council and disbursed by it as approved by the "Secretary," so as to assure said producers, benefits similar to those now received by members of the Inter-State Milk Producers' Association by virtue of their payments to the said Producers' Association of dues of two (2) cents per one hundred (100) pounds of milk sold by them.

### BASIC PRICE

\*September, 1933

F. O. B. Philadelphia

Grade B Market Milk

Test Per Cent.	Basic Quantity Per 100 Lbs.	Price Per Qt. (c)	Price Per 100 Lbs.
3.05	2.42	5.15	5.15
3.06	2.44	5.25	5.25
3.07	2.46	5.35	5.35
3.08	2.48	5.45	5.45
3.09	2.50	5.55	5.55
3.10	2.52	5.65	5.65
3.11	2.54	5.75	5.75
3.12	2.56	5.85	5.85
3.13	2.58	5.95	5.95
3.14	2.60	6.05	6.05
3.15	2.62	6.15	6.15
3.16	2.64	6.25	6.25
3.17	2.66	6.35	6.35
3.18	2.68	6.45	6.45
3.19	2.70	6.55	6.55
3.20	2.72	6.65	6.65
3.21	2.74	6.75	6.75
3.22	2.76	6.85	6.85
3.23	2.78	6.95	6.95
3.24	2.80	7.05	7.05
3.25	2.82	7.15	7.15
3.26	2.84	7.25	7.25
3.27	2.86	7.35	7.35
3.28	2.88	7.45	7.45
3.29	2.90	7.55	7.55
3.30	2.92	7.65	7.65
3.31	2.94	7.75	7.75
3.32	2.96	7.85	7.85
3.33	2.98	7.95	7.95
3.34	3.00	8.05	8.05
3.35	3.02	8.15	8.15
3.36	3.04	8.25	8.25
3.37	3.06	8.35	8.35
3.38	3.08	8.45	8.45
3.39	3.10	8.55	8.55
3.40	3.12	8.65	8.65
3.41	3.14	8.75	8.75
3.42	3.16	8.85	8.85
3.43	3.18	8.95	8.95
3.44	3.20	9.05	9.05

### CREAM AND SURPLUS PRICE

\*September, 1933

At All Receiving Stations

Test Per Cent.	Cream Per 100 Lbs.	Surplus Per 100 Lbs.
3.05	0.77	0.57
3.06	0.79	0.59
3.07	0.81	0.61
3.08	0.83	0.63
3.09	0.85	0.65
3.10	0.87	0.67
3.11	0.89	0.69
3.12	0.91	0.71
3.13	0.93	0.73
3.14	0.95	0.75
3.15	0.97	0.77
3.16	0.99	0.79
3.17	1.01	0.81
3.18	1.03	0.83
3.19	1.05	0.85
3.20	1.07	0.87
3.21	1.09	0.89
3.22	1.11	0.91
3.23	1.13	0.93
3.24	1.15	0.95
3.25	1.17	0.97
3.26	1.19	0.99
3.27	1.21	1.01
3.28	1.23	1.03
3.29	1.25	1.05
3.30	1.27	1.07
3.31	1.29	1.09
3.32	1.31	1.11
3.33	1.33	1.13
3.34	1.35	1.15
3.35	1.37	1.17
3.36	1.39	1.19
3.37	1.41	1.21
3.38	1.43	1.23
3.39	1.45	1.25
3.40	1.47	1.27
3.41	1.49	1.29
3.42	1.51	1.31
3.43	1.53	1.33
3.44	1.55	1.35

### MONTHLY BASIC PRICE OF GRADE B OR MARKET MILK

3.5 percent butterfat content

1932	1933	1934
July	2.20	2.40
August	2.20	2.40
September	2.20	2.40
October	2.20	2.40
November	2.20	2.40
December	2.20	2.40
1933	1.98	2.25
1934	1.98	2.25
1935	1.98	2.25
1936	1.98	2.25
1937	1.98	2.25
1938	1.98	2.25
1939	1.98	2.25
1940	1.98	2.25
1941	1.98	2.25
1942	1.98	2.25
1943	1.98	2.25
1944	1.98	2.25
1945	1.98	2.25
1946	1.98	2.25
1947	1.98	2.25
1948	1.98	2.25
1949	1.98	2.25
1950	1.98	2.25

### MONTHLY CREAM AND SURPLUS PRICES

3.5% Butterfat

1933	1934	1935
January	1.98	2.25
February	1.98	2.25
March	1.98	2.25
April	1.98	2.25
May	1.98	2.25
June	1.98	2.25
July	1.98	2.25
August	1.98	2.25
September	1.98	2.25

\*Beginning with June, buyers of milk will deduct 4 cents per hundred pounds from prices quoted, and pay over to the various organizations as specified above.

## \*September, 1933, Inter-State Prices at "A" Milk Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding the butterfat differentials and bacteria bonuses to the base price per 100 lbs. for 3.5% milk at that delivery point, as given below.

### Base Prices at "A" Milk Delivery Points

NAME OF DELIVERY POINT	Delivery Point Location in Mileage	Minimum Butterfat Test Requirement in Milk	Effect at Delivery Per Cent	Base Price of 3.5% Milk per 100 Lbs. September
Phil., Terminal Market	F.O.B.	4.00	4.00	2.60
4th and Lancaster	F.O.B.	4.00	4.00	2.60
1st and Chestnut	F.O.B.	4.00	4.00	2.60
Haddwin Dairies	F.O.B.	4.00	4.00	2.60
Brugger-Dairies	F.O.B.	4.00	4.00	2.60
Giles-Two-Milk Dairies	F.O.B.	4.00	4.00	2.60
Audubon, N. J.	F.O.B.	4.00	4.00	2.60
Camden, N. J.	F.O.B.	4.00	4.00	2.60
Northtown, Pa.	F.O.B.	4.00	4.00	2.60
Wilmington, Del.	F.O.B.	4.00	4.00	2.60
Receiving Stations				
Anselma, Pa.	26 1/2	2.70	1.70	1.96
Beilford, Pa.	31	2.70	1.70	2.18
Bridgeport, N. J.	31	2.70	1.70	2.18
Byers, Pa.	25 1/2	2.60	1.70	1.96
Curryville, Pa.	41	2.70	1.70	2.01
Cochran, Pa.	20 1/2	2.10	1.70	2.16
Huntington, Pa.	31	2.70	1.70	2.18
Kelton, Pa.	41	2.70	1.70	2.18
Kilmer, Pa.	41	2.70	1.70	2.18
Laudenberg, Pa.	12 1/2	1.30	1.70	2.02
Mercersburg, Pa.	12 1/2	1.30	1.70	2.02
Nassau, Del.	41	2.70	1.70	2.16
Oxford, Pa.	41	2.70	1.70	2.16
Red Hill, Pa.	51	2.70	1.70	2.15
Rising Sun, Pa.	31	2.70	1.70	2.15
Rushland, Pa.	16 1/2	1.70	1.70	2.03
Snow Hill, Md.	17 1/2	1.80	1.70	2.18
Waynesboro, Pa.	21	2.30	1.70	2.18
York, Pa.	31	2.70	1.70	2.18
Zieglerville, Pa.	31	2.70	1.70	2.18

Surplus Price F.O.B. Phila. 4.00 1.04

Milk for Cream Purposes F.O.B. Phila. 4.00 0.75

Surplus Price F.O.B. All Rec. Sta. A 0.95

Milk for Cream Purposes F.O.B. All Rec. Sta. A 0.95

(Based on Oxford, Pa., less 6 cents per 100 lbs.)

A—Same Butterfat Minimum Requirements as in effect for Basic Milk at each Receiving Station.

Note (1) Definition of Bacteria Stations during the months of May, June, July, August, September and October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds and a shipper with an average count of more than 10,000 and less than 50,000 shall receive a bonus of 25 cents per hundred pounds. During November, December, January, February, March, and April, the above bacteria bonuses shall be paid to those producers only, who have received similar bonuses during three of the previous six months above mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, qualifying one of these three months be July or August, December, January, February, March, and April for "A" milk bonuses during the months of November, December, January, February, March, and April for a bacteria count of 10,000 or less as described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of more than 10,000 and less than 50,000, or above and 15 cents per



## The Dairyman's "Third Row" Basic-Surplus Plan Controls Production

Dairymen were twelve years ahead of the government in learning how to control production. They did it with the basic-surplus plan which they first put into effect in 1921 to prevent unbridled expansion of milk production in fluid milk markets. In 1933 the government encouraged cotton farmers to plow under every "third row" and thereby control production.

The basic-surplus plan is not popular with every milk producer. This may be for any of three reasons. First, not understanding its real purpose and its operations with changes that must be included to meet changing conditions. Second, because if circumstantial evidence is correct, it has sometimes been manipulated. Third, because it inconveniences a certain class of both distributors and producers who do not like to "play the game."

In its simplest form the basic-surplus plan provides that the average monthly production of any producer during the three months of lowest production for the entire market will be his basic for the following year. It is obvious that the dealers will have to get milk from enough farmers during those months to supply their needs. Likewise, it is expected that they will give every one of those farmers a chance to share in the fluid milk market during the rest of the year, each one sharing in it to the same extent as he did when the supply was low.

### Steady Consumption

Records show that the city consumer uses just about the same amount of milk every week of the year. But many dairymen produce half again as much or even twice as much milk in the spring as in late fall. The result—dealers cut off distant producers and take the milk close at hand at their own price. Then when they have to reach out again they can't pay a "scarcity price" because it is "too expensive" to look up new producers at a distance.

This extra production is called surplus—maybe "excess" is a better word—because with every producer getting his share of the milk needed for fluid use that extra milk must be used for other purposes. It does not deserve the same price as the milk going into fluid use. With the adoption of the basic-surplus plan many markets have found that the seasonal variations in milk production has been reduced from 50 percent to 20 percent. Excess was reduced more than half.

This plan has benefitted the producer by assuring him that he will get the best market price for approximately a certain amount of

milk every month of the following year. At the same time it warns him he will get a substantially lower price for any production above that amount. He can plan accordingly and strive to produce his basic as efficiently as possible, every reduction in his cost being clear profit.

The consumer also benefits for she is assured of a steady supply of uniform quality milk at a definite and fair price. Simplicity of inspection work and a steady farm supply makes this possible.

The distributor can reduce his margin for he needs the equipment to handle an amount only reasonably in excess of his fluid needs. This applies to both milk plant and hauling equipment.

### Complications Set In

Unfortunately, the basic-surplus plan can work out as simply as this only when both consumption and basic production increase and decrease at the same time and at exactly the same speed.

Complicating factors are bound to enter the picture.

Milk consumption increased steadily for years so more basic was needed.

The depression came along and cut down consumption so less basic was needed.

As the basic-surplus plan evened up monthly production, more of the year's total milk was produced during the base months and basics were increased.

The depression put milk producers in an excellent position as compared to producers of other farm commodities so total production went up and with it the size of the surplus over basic.

Some producers have increased their herds and are clamoring for a proportionate increase in their basics.

### Adjustments Needed

These are all factors which affect the normal operation of the basic-surplus plan. Adjustments had to be made to take care of them. This has been especially true during the last three years when there has been a wider spread between fluid consumption and basic production than at any time since the plan was started.

One adjustment was to add a class for cream, called Class II, at a somewhat higher price than surplus which was then called Class III. Another adjustment was to pay Class I or basic price for a certain percentage of established basic production, this percentage being determined by the relation of fluid sales to the total of all basic quantities produced.

Outright manipulation of basic by either distributor or producer is a subject which must be handled according to the individual case. Suffice to say these cases are not the rule and when discovered deserve harsh treatment.

It has been found in some markets that certain distributors do not buy on the basic-surplus plan but are very anxious to have others keep on using this plan. The reason is simple. Such dealers buy only as much milk as they need. If the supply goes up they cut off producers. If it goes down they take on more. They carry none of the surplus so they can and do pay just a little more than the average of basic and surplus prices. Sometimes they also undersell distribu-

## Send It In Now—

The coupon on page 3 gives you a chance to say how you would like basics figured for next year.

tors who carry a fair share of the surplus. They make the producer who sells under that plan wonder why he should get a little less than his neighbor. That is, he wonders until his neighbor is cut off entirely.

But in the section where such dealers keep their producers thru-out the year the ground is fertile for seeds of discontent. Flat price is talked, basic-surplus is cursed, all because a dealer will not carry his share of the surplus and likewise his producers who are fortunate enough to be kept the year around do not have to carry their share either. Such dealers and producers are making their competitors and neighbors carry the surplus.

### Selfish Objections

Some of the objections to the basic-surplus plan are purely selfish. There is the producer who goes out of dairying when something else looks more attractive and later when dairying again looks best wants to get back into the market on the same basis as his neighbor who has been producing at a fairly uniform rate for years. There is also the producer who persists in selling to a distributor who refuses to carry any surplus. The one who wants to greatly increase the size of his herd naturally objects to selling the extra milk at the lower surplus price. Such an objection is to be expected but rules must be kept to protect the man who is not trying to add to the surplus on a market already overburdened. The great majority of

producers who object to this plan of preventing excessive production have themselves increased production during the last few years.

Special proof of the value of the basic-surplus plan has been found in a few markets where sinister influences had it set aside for a flat-price plan. In such cases the old hectic conditions returned and producers in most such markets were glad to get back on the basic-surplus plan. The rest are trying to get back on it.

Another proof of the soundness of the basic-surplus plan is to compare a market which uses it, such as Philadelphia, with markets such as New York and Boston which try to control production in other ways. Producers sending milk to either New York or Boston markets have received a consistently lower average price for their milk than have producers sending milk to Philadelphia. These prices for the last three years averaged \$1.55 per hundred pounds in New York, \$1.64 in Boston, and \$2.38 in Philadelphia. While Philadelphia milk producers were getting more for their milk, consumers in Philadelphia were paying one to two cents less per quart. This benefit is due almost entirely to the operation of the basic-surplus plan which smoothed out production from month to month and also discouraged any rapid increase in production.

### Flat Price Myth

If the flat price does have any advantage to any one in a market the surest way to destroy that advantage is to abandon the basic-surplus plan over the entire market. That throws off all control. It leaves everything wide open. Dealers will cut off distant producers when there is a big supply close by, yet use the distant producers as a threat to keep nearby prices down.

This, like the flat price f. o. b. farms (dealer pays all transportation), would merely add more fuel to the fire between distant and nearby producers should orderly and sound marketing be abandoned.

The basic-surplus plan is necessary for a united front among producers. It provides the ammunition needed in bargaining with distributors. It guarantees the consumer a steady supply of high quality milk. We must keep it and are glad to see officials of the agricultural adjustment administration endorse it as the most satisfactory means yet devised to control milk production in fluid milk areas.

Hobo: "Boss, will you give me a dime for a sandwich?"

Gent: "Let's see the sandwich."

—Bucknell Belle Hop.

## DAIRY MARKET CONDITIONS

The average price of 92 score butter at New York from August 28 to September 27, was 23.42 cent a pound. This is the period used in figuring average butter prices in determining Class II and Class III milk prices.

In the face of the largest August production of butter and cheese on record and an apparent continuation of this high level thru September butter prices held remarkably uniform. Prices advanced one cent during the month and another half-cent on the last day of September, a gain that was lost during the week following. New York prices for 92 score started at 23, advanced a fraction on the 11th, another fraction on the 13th and reached 24 on the 18th which was held until the 30th when it touched 24½. Philadelphia prices ruled 1 cent higher.

Storage stocks of both butter and cheese increased during Sep-

tember to totals that were the highest during the 18 years in which records have been kept. Both butter and cheese prices are far below the 5 year average and both are below the pre-war parity. Butter prices are slightly above a year ago and cheese is slightly lower. It is believed that the possibility of the government buying butter for relief work has helped hold a steady price, also that the desire to support the market as a means of restoring price parity was a factor.

Altogether, butter showed about a 2 cent advance over August and cheese a fractional decline. Compared to a year ago butter is 3 cents higher and cheese ½ cent lower.

Both the butter and cheese industries are hard at work developing trade marketing agreements although neither have prepared agreements as yet which have met the A.A.A. approval.

## State College Offers Forty-two Home Study Courses

Forty-two free courses in agriculture and home economics are available for those who wish to study at home. Professor T. I. Mairs, director of these correspondence courses for the Pennsylvania State College, announces.

General agricultural courses include plant life, tile drainage, farm bookkeeping, grain crops, clovers and grasses, fertilizers and green manures, silos, and potato growing. Animal industry courses comprise breeds of horses, sheep husbandry, stock feeding, beef production, swine husbandry, principles of breeding, dressing and curing meat, and poultry keeping.

Courses in horticulture are propagation of plants, market gardening, orchard fruits, small fruits, home vegetable gardening, home floriculture, commercial fruit growing, and principles of insect control.

Dairy courses include butter making, technology of milk, study of milk, dairy breeds of cattle,

market milk, and ice cream manufacture.

Home economics embraces courses in canning and preserving, garment making, house furnishing, principles of cookery, and table service.

Miscellaneous courses comprise beekeeping, introduction to chemistry, farm forestry, building materials, farm chemistry, farm management, and principles of marketing.

"It is unnecessary to point out the immense importance to human nutrition of keeping the vitamin-A content of milk high. This is not difficult through a properly controlled system of feeding which provides cows with succulent green feeds or hays cured to retain their green color." —O. E. Reed, Chief, Bureau of Dairying.

Facts usually rout knockers get the facts then use them.

### Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the months of July and August, 1933:

	July	Aug.
No. Inspections Made	6967	7339
Plants Investigated	34	28
Membership Calls	42	21
Calls on Members	333	449
Qual. Improvement Calls	237	155
Feed Samples Tested	750	1119
New Members Signed	6	6
Cows Signed	43	46
Transfers Made	19	8
No. Meetings Attended	4	24
Attending Meetings	151	2339
Brom. Thermal Tests	823	336
Microscopic Tests	1519	1401

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of August, 1933:

No. Inspections Made	2699
Sediment Tests	691
Meetings	4
Attendance	189
Reels Movies	0
No. Miles Traveled	33,159
Bacteria Tests (24 pl.)	6055
Man Days, Fairs & Exhibits	0

During the month 56 dairies were discontinued from selling for failure to comply with the regulations. 36 dairies were re-instated before the month was up.

To date 267,540 farm inspections have been made.

## RESOLUTION

Adopted by the Board of Directors of the Inter-State Milk Producers' Association at its meeting on July 14th, 1933

WHEREAS the membership in the Inter-State Milk Producers' Association territory is represented by twenty-seven directors and

WHEREAS each director represents the membership in the local units in his respective territory and to assure the membership in each respective territory a choice in selecting their representative on the Board of Directors of the Inter-State Milk Producers' Association.

THEREFORE BE IT RESOLVED that the Board of Directors of the Inter-State Milk Producers' Association suggests that the delegated representatives of the territory from which a director shall be elected should assemble themselves and make such nominations as they see fit and present their candidates at the proper time in the annual meeting.

Directors whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association, Inc.:

J. H. BENNETT, Lebanon Co., Pa.	C. F. PRESTON, Chester Co., Pa.
A. R. MARVEL, Talbot Co., Md.	F. SHANGLE, Mercer Co., N. J.
I. V. OTTO, Cumberland Co., Pa.	R. I. TUSSEY, Blair Co., Pa.
C. H. GROSS, York Co., Pa.	F. M. TWINING, Bucks Co., Pa.
F. W. BLEILER, Lehigh Co., Pa.	

Local Units in Directors' respective territories	
BENNETT, J. H.	Quarryville, Lancaster Co., Pa.
Campbelltown, Lebanon Co., Pa.	Souther Lancaster, Lancaster Co., Pa.
East Hanover, Lebanon Co., Pa.	SHANGLE, FREDERICK, Chesterfield, Burlington Co., N. J.
Fontana, Lebanon Co., Pa.	Cream Ridge, Monmouth Co., N. J.
Fredericksburg-Jonestown, Lebanon Co., Pa.	Everettstown, Hunterdon Co., N. J.
Lickdale, Lebanon Co., Pa.	Harbourton, Mercer Co., N. J.
Mill Creek, Lebanon Co., Pa.	Hopewell, Mercer Co., N. J.
Mt. Zion, Lebanon Co., Pa.	Kingwood-Baptistown, Hunterdon Co., N. J.
Myerstown, Lebanon Co., Pa.	Mt. Pleasant, Hunterdon Co., N. J.
North Annville-Palmyra, Lebanon Co., Pa.	Pennington-Ewing, Mercer Co., N. J.
Schaefferstown-Jona, Lebanon Co., Pa.	Ringoes, Hunterdon Co., N. J.
MARVEL, A. R.	Sergeantsville-Stockton, Hunterdon Co., N. J.
Cordova, Talbot Co., Md.	Stewartsville, Warren Co., N. J.
Easton-McDaniel, Talbot Co., Md.	West Windsor, Mercer Co., N. J.
Preston, Caroline Co., Md.	TUSSEY, R. I.
OTTO, I. V.	Cresson, Cambria Co., Pa.
Barnitz, Cumberland Co., Pa.	Curryville, Blair Co., Pa.
Boiling Springs, Cumberland Co., Pa.	Holidaysburg, Blair Co., Pa.
Brandtsville-Dillsburg, Cumberland Co., Pa.	Port Matilda, Blair Co., Pa.
Carlisle, Cumberland Co., Pa.	Sinking Valley, Blair Co., Pa.
Duncannon, Perry Co., Pa.	Williamstown, Blair Co., Pa.
Ickesburg, Perry Co., Pa.	Twining, F. M.
Lees Cross Roads, Cumberland Co., Pa.	Bursonville, Bucks Co., Pa.
Linglestown, Dauphin Co., Pa.	Chalfont, Bucks Co., Pa.
Longsdorf, Cumberland Co., Pa.	Doylestown, Bucks Co., Pa.
Loysville-Blain, Perry Co., Pa.	Hagersville, Bucks Co., Pa.
Lykens Valley, Dauphin Co., Pa.	Ivyland, Bucks Co., Pa.
Mechanicsburg, Cumberland Co., Pa.	New Hope, Schuyl. Co., Pa.
Millville, Columbia Co., Pa.	Newtown-Bristol, Bucks Co., Pa.
Newville, Cumberland Co., Pa.	Pleasant Valley, Bucks Co., Pa.
Shippensburg, Cumberland Co., Pa.	Plumstead-Dublin, Bucks Co., Pa.
GROSS, C. H.	Riegelsville, Bucks Co., Pa.
Airville, York Co., Pa.	Weycome-Buckingham, Bucks Co., Pa.
Barlow, Adams Co., Pa.	Quakertown, Bucks Co., Pa.
Biglerville, Adams Co., Pa.	BLEILER, F. W.
Bonnewille, Adams Co., Pa.	Barto, Berks Co., Pa.
Davidsburg, York Co., Pa.	Hecktown, Northampton Co., Pa.
Gettysburg, Adams Co., Pa.	Heidelberg, Lehigh Co., Pa.
Emigsville, York Co., Pa.	Kempton, Berks Co., Pa.
Hampton, Adams Co., Pa.	Limeport, Lehigh Co., Pa.
Hanover-Nashville, York Co., Pa.	Lynnville, Lehigh Co., Pa.
Littlestown-Two Taverns, Adams Co., Pa.	Rucksville, Lehigh Co., Pa.
New Oxford, Adams Co., Pa.	Saucon, Northampton Co., Pa.
Stewartstown, York Co., Pa.	Seipsville, Northampton Co., Pa.
York Hellam, York Co., Pa.	Shoenersville-Northampton, Lehigh Co., Pa.
PRESTON, C. F.	Stem, Lehigh Co., Pa.
Cochranville, Chester Co., Pa.	Trexertown, Lehigh Co., Pa.
Oxford, Chester Co., Pa.	



# Home and Community

Elizabeth McG. Graham, Editor

The co-operative movement connects with living links the home to the nation—

"Live and let live!" was the call of the Old—  
The call of the world when the world was cold—  
The call of men when they pulled apart—  
The call of the race with a chill on the heart.  
But "Live and help live!" is the cry of the New—  
The cry of the world with the Dream shining through—  
The cry of the Brother World rising to birth—  
The cry of the Christ for a Comrade-like earth.  
—EDWIN MARKHAM.

## Paying More

We're going to be hearing a good deal for a while of the type of person in the city who says he won't buy this or that, because he thinks that any increase in costs to the consumer is unfair. But its good to know that there are plenty of fair-minded individuals who look at it differently.

"Costs?" commented a commercial photographer, just the other day, sitting in his rather empty city office. "Of course they've got to go up. And you bet its hard on people like myself who haven't a cent more business today than a year ago, and yet have to pay more for the bread and milk and other things we buy."

"But, I'll tell you, I look upon this NRA as a new Bill of Human Rights. We're trying to do the biggest thing yet, and I believe that through it we're going to get some where. For the first time the public is challenging the right of any man or group of men to make money at the expense of the rest of the people. That's why I'm not kicking. I say, in the NRA and the Agricultural Adjustment Act we've got a new Bill of Human Rights."

## "Favorite Recipes From Our Readers"

**Raggedy-Ann Hallowe'en Salad**  
Lettuce leaf.....Skirt  
Potato Salad.....Body  
Sweet Pickles.....Arms  
Hard Boiled Egg.....Head  
Mayonnaise.....Hair  
Pieces of red and green peppers will form eyes, nose and mouth.

MRS. I. RALPH ZOLLERS,  
Pottstown, Penna.

## "What Will The Country Community Buy With Better Times?"

is the subject for consideration at

## The Women's Own Program

INTER-STATE ANNUAL MEETING

Tuesday Morning, Nov. 21, 1933

### Morning Speakers

WILLIAM V. DENNIS, Pennsylvania State College.

VENIA M. KELLAR, State Home Demonstration Agent, Maryland.

### A Luncheon Message

LOUISE L. PITMAN, Brasstown Folk School, North Carolina.

## What We Need To Do For Our Community\*

Mary R. Melvin, Milford Crossroads, Delaware

At Milford Cross Roads we have a school house, and for 16 weeks a year we have an Adult Education Class and a P. T. A. meeting which is held once a month. Both the P. T. A. and A. E. C. are well attended. Why are there such large attendances?

In the first place we need a "Recreation Center." A large building in which we may all join and "play."

In the days of our forefathers they had husking bees, quilting parties, real old fashion square dances, and lots of social life. Now all we have to take the place of this is the moving pictures and very few of them are any good.

\*Prize Winning Letter in Recent Contest

Several years ago I attended a recreation school and had a wonderful time. Now if we could only have a building where, when our day's work was done, we could go and ever so often join in some real rural good time, we would all feel more like work the next day. This building could also be used for farmers meetings, corn and poultry shows and Four H Club meetings.

Any kind of things which would bring about good natured competition and cooperation, and our young folks could have real wholesome fun right at home. We could also have a chance to meet our neighbors and our young people could get acquainted.

"Unless the countryside can offer to young men and women some satisfactory food for soul as well as body, it will fail to attract or hold its population, and they will go to the already overcrowded towns."

—GEORGE RUSSELL

A Rhode Island clergyman commented recently in a sermon upon a letter which he had received from an old friend a few days previously. In his letter the writer had written mournfully of events around him as bearing on the scriptural verse: "The end of all things cometh," said the clergyman, "He had better have taken the healthy, courageous point of view, of another verse which reads, 'Behold, all things are made new.' It all depends on the way you look at it."

"What a man does for himself dies with him, but what he does for his community lives long after he is gone."—THEO. ROOSEVELT

## Your Shopping Service

Louise E. Drotleff

1 Those of us who prefer washable gloves to glazed kid will be glad to spend 10c for a wire glove driver which enables gloves to dry in their original shape rather than "any old way."

2 "Handy Jiffy" is the name given to a 10c wire beater which is worked with a quick "up and down" motion to whip cream, beat eggs or mix a chocolate milk shake. I almost forget to say that it was stainless.

3 No one likes to use butter that has taken on the flavor of cucumbers or onions while in the refrigerator. "No Taste" is a round enameled box containing a preparation which will absorb all odors in the refrigerator. It occupies very little space and will last indefinitely. Twenty cents is its price.

Note: These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded to the shops where they may be purchased. Address, Home and Community Department, Milk Producers Review, 219 North Broad Street, Philadelphia, Pa.

## Too Little Food

Hannah McK. Lyons



Once when I made the statement "that children do not like butter", the mother of a lively group of young folks gasped saying, "Where do you find such children?"

They do not live in our parts. So, now I am thinking that when I say, "too little food" there will be just as many mothers who will say "Where and when? Not so with us."

Yet the Pennsylvania Medical Society has told us our children are underweight in large numbers; are malnourished. Those who are working with large groups of children tell us this condition is on the increase, and presents figures to prove the statement. May we study this problem together after the children are all tucked in bed and you are back in your cozy living room?

Too little food! Not because there is not enough food, but perhaps because there is not enough time? The child oversleeps, then hurries through breakfast that he is not late for school; or that he is in time for the school bus. The whistle of his playmate down the road is heard; the signal to "come on, let's go to school together", and away he hurries with two mouthfuls of breakfast eaten.

The result: an insufficient amount of food; poor mastication; and a nerve strain that means the food eaten will not be assimilated. So before the noon hour he is very tired, restless, listless, dull and inattentive. Needless to tell you this soon affects the quality of work done as well as the health of the child.

Even though children need plenty of sleep, better wake them fifteen minutes earlier so that there is time to eat a breakfast slowly and make up that sleep by going to bed earlier in the evening.

Too little food! Often it is not study but play that prevents a child from eating his full meal. There are many instances in which the child is so absorbed in his play that he does not wish to be disturbed and has no desire for food. So, when forced to come to the table he bolts his food and rushes out to play again, having eaten little.

Too hasty eating is a common American fault which is laying the foundation for many woes along digestive lines. If some interesting, happy plan could be made by parents where every one remains at the table a given length of

time (even though children are not required to stay as long as adults) the child will often eat more, and eat more slowly.

It is difficult for some of us to feel that food habits play so important a part in our children's progress at school. The Doubting Thomas in the form of a Parent-Teacher Association has tried an experiment to learn whether any different results were obtained by right feeding. Three thousand mothers co-operated with the result that the usual number of failures was reduced by an enormous number. The rules that brought about this remarkable result were very simple but scientific. The whole diet was planned and was composed of green vegetables, milk, fruit, a little meat, hard bread, with a hot cooked cereal for breakfast and often supper.

There is no greater incentive to spur children to greater and right effort than school approval. Happy may that community be, who knowing the foods that supply body needs has the school approval to give an added incentive for their use; thus may good food habits in eating be easily formed, never to be broken.

## Topics For Meetings\*

Elizabeth B. Herring

One woman said of an organization to which she belonged, "We just do a dab of th's, and a dab of that, and we don't seem to get anywhere." Where this happens it is usually because those who are planning the meetings think of them as being only for entertainment. The real basis of a successful program is the finding of something which the members wish to accomplish, and the going at it. Bringing up children well.

Learning to dress well. Improving the schools. Understanding family relationships. Knowing how to make something beautiful.

Understanding music. Helping to build a peaceful world and abolish war.

Knowing how to vote wisely. Understanding the problems connected with the ways in which the community earns its living.

Improving relationships between races.

Beautifying homes.

Thinking out religious questions.

Having companionship.

Thinking out questions of conduct where standards have changed.

Having a good time.

\*From "A Program Book for Women's Groups."

## Gardening In a Gold-Fish Bowl!

Mrs. C. A. Norbury, Stockton, New Jersey

Dear Ruth:

Tuesday. This is a busy season for the country housewife as my rows of canned tomatoes, apple sauce and the like testify. I am somewhat sated with sight of material foods, so having seen the children safely off to school, set my house in order and started preparations for dinner for the man of the house, I am about to take time out to seek food for the spirit.

I noticed several days ago the katydids were nearly big enough to sing so it is high time to start my terrarium. I remembered how you admired the one I had last year and your saying how you should like to make one. It is surprisingly easy to do. Mine grew all winter and provided us with a lovely touch of summer through the cold bleak months. It is marvelous how the many little plants, practically all common ones, artistically arranged in a glass container, will thrive and develop into a beautiful miniature summer landscape.

Last Sunday I cleaned out my large fish globe, whose former inhabitants now occupy a larger aquarium. For the cover I had a piece of glass cut about a quarter of an inch larger than the globes opening. On the inside of this glass top I stuck some of the childrens modeling wax in three places to keep the glass from slipping off the bowl.

To provide proper drainage, in the bottom of the globe I have put a liberal layer of pieces of broken flower pots (stones would do, but

the flower pot has color and is lighter). Over this I scattered a good handful or more of charcoal broken up fairly small, the remains of a brush-fire. This charcoal will keep the whole soil sweet. Next, I mixed, in nearly equal parts, sand, rich loam and top soil, which mixture seems to make a light, loose soil, easy for root growth. The amount used depends upon the size



A Garden Which Needs to Be Watered Only Twice a Year!

of the terrarium. In mine I put about three or four inches.

If you have no globe nor anything similar on hand to use for the terrarium, four pieces of glass may be taped together, painted over the taping and set on a rectangular metal tray or wood, well painted so it will not warp. In that case you can make the glass container the size to fit the place where you wish to keep it. It should be placed in a north or a west light as too much sun is not so good for the growing things within. I am now about to start out to find the plants.

Affectionately,  
Gladys.

## AS BIRDS GO SOUTH



travel across our western plains two thousand miles down to the Argentine, where parents and young are again united!

The wings of birds are peculiarly adapted to their life in the air, being made of a light material, constructed like an open cylinder. Tiny air passages connected with the lungs pass into many of these. Tiny bones are delicately webbed with each other.

This delicate construction combines lightness with strength and gives the speed possible to the swifts for example, some of whom attain a rate of flight of more than two hundred miles an hour. Migrating cranes have been sighted at an altitude of fifteen thousand feet.

Fall takes the birds, spring returns them. But the mystery of migration, the impulse that sends them and returns them, remains unsolved.

WHAT is this mysterious instinct in birds which, with the coming of each autumn sets their small wings in motion to carry them often thousands of miles southward? No one can answer!

This instinct carries the American golden plover south by the Atlantic route, while their young



THE OCTOBER meeting of the board of directors of the Inter-State Milk Producers' Association was called to order at 12:45 P. M. on October 6th, by President H. D. Allebach with all directors present except Book, Brinton, James, Mendenhall and Preston.

Mr. Zollers announced that proxies for annual meeting were ready for distribution. A general discussion of the use of proxies followed with Mr. Taylor, counsel for the Inter-State, answering legal questions.

#### Proxy Report

Mr. Taylor urged each member to fill in two names so if one were not present the other could vote his proxy but stated that should the two named on the proxy disagree that proxy would not be counted because the votes would cancel. Proxies must bear three different names, that is, the member's name who signs it, the witness' name, and the proxy's name (or names). Mr. Taylor also emphasized that the witness must witness the member's signature but if agreeable to the member the name of the proxy and alternate could be filled in later.

Mr. Zollers and Mr. Taylor both urged that these proxies be sent to the office at as early a date as possible to facilitate checking and verifying. Stock can not be voted which is transferred after October 31.

It was recommended that the President appoint in advance three persons to act as election judges and that one of these be a member who is opposed to the present administration.

#### Field Work Crowded

A report of the Field and Test Department was given by Mr. F. M. Twining, who stated that the work on Grade "A" milk has been taking a very large part of the fieldmen's time, but all testing has been kept well up to date.

Mr. Twining called attention to two cases, one in Pennsylvania and one in Delaware in which the check tests varied consistently slightly higher than the regular tests of the plant. These were both straightened out one of them after considerable difficulty. One case amounted to about \$15 a month and the other to \$96 a month for the members.

A reduction was obtained of 346,199 pounds of returned milk as compared to May, June, July, August and September a year ago. This was about 3462 cans.

Considerable discussion followed a report about the need under certain conditions for stirring the milk before dumping in the weigh tank. It was urged that in the

## Directors Hold Regular Meeting On October 6-7

### Discuss Trade Problems, Market Conditions

instance where there has been the most trouble every effort be made thru health departments and otherwise to get a satisfactory settlement at once.

Mr. Taylor reported that information has come to him from different sources outside Philadelphia that the newspaper reports about the recent hearing have caused a lot of misunderstanding about the Inter-State. It was his impression that many read only the headlines or a paragraph or two and thus got a badly biased impression in most cases. He urged a series of letters, two to four, to members setting forth the facts of the Philadelphia situation and the true picture of the work of the Inter-State.

#### New Brief Filed

Mr. Taylor spoke on the brief filed in Washington and the attitude toward the store differential, a point which appears to him as necessary and of the advantage of having chain stores buy thru the Inter-State. Mr. Willits raised the question as to whether there would be assurance of the chain stores continuing to buy thru the Inter-State after the A. A. A. should be set aside.

A brief was filed at the recent state hearing by Mr. Taylor on which he reported, adding that we asked for the full power of the state back of us in obtaining certain remedial features.

General discussion was held about the proper size of the milk shed and potential producing capacity of different parts of it.

Mr. Marvel moved, Mr. Tussey seconded, that the basic adjustment committee meet and develop plans for conducting work. At Mr. Otto's suggestion it was included that the committee meet during the director's meeting. Motion passed. (See page 11.)

After a short recess Mr. Cohee reported on Dairy Council activities and the work of adjusting relative amounts of Class I and surplus among dealers. The question of irresponsible dealers was discussed as to its effect of changing dealers to which producers may ship.

#### Secondary Markets

Mr. Welty opened the October 7 session with a report on secondary markets and how best to handle them in fairness both to producers supplying the local and the Philadelphia markets. As no satisfactory decision was reached work was continued.

Mr. Sarig reported that many Inter-State members in Lehigh Valley had been urged to turn in their certificates but that in many cases they are holding them. This agitation is coming from outside. He also urged prompt action toward one distributor who is not complying with the agreement as that man's action was making restive others who are now complying.

A need was mentioned by Mr. Marvel for informing Inter-State members of the exact nature of the Dairy Council and the differences in its work as compared to the Inter-State. It was brought out that many farmers believe the Dairy Council shuts them off for not meeting sanitary requirements but this is always done by the dealer after being informed of conditions by the Dairy Council, also that the dealers oftentimes word their letters so as to shift responsibility. The Dairy Council and the Inter-State are confused in the minds of many members as well as non-members.

Mr. Allebach introduced Mr. Philip Price, of West Chester, who was elected Director to fill the unexpired term of Mr. Brinton. Mr. Price had been nominated at a local meeting in Chester County.

#### Annual Meeting Plans

Mr. Shangle announced some details of the Annual Meeting, stating that T. B. Symons of the University of Maryland would be the banquet speaker and that Professor F. P. Weaver of State College had tentatively accepted a place on the afternoon program. Among the speakers for the Women's meeting will be Mr. William V. Dennis, of Pennsylvania State College, and Miss Venia M. Kellar, State Home Demonstration Agent, Maryland.

Tours to milk plants will be arranged for Wednesday morning as in past years.

A brief summary of contacts with the New Jersey Milk Control Board was given by Mr. Shangle from which it is expected complete accord will soon be obtained.

It was moved, seconded and passed that a public stenographer again be employed to report the Annual Meeting.

A report of conditions he found in Central Pennsylvania was made by Mr. Gross who stated that shippers to Philadelphia are the favored dairymen in that section, getting better prices, more satisfactory basics, and surer pay compared to other markets.

Mr. Cook moved, seconded by Mr. Donovan, and passed, that the information Mr. Taylor had in mind for letters be published in the Review and copies sent to all Directors and fieldmen. Mr. Jamison called attention to weekly news releases that are now being sent to 200 papers in Inter-State territory. These will hereafter go to Directors and Fieldmen also.

The directors agreed on the advisability of directors going into different territories to attend meetings of locals. Mr. Zollers called attention to fact that we have record of only one officer or no officer at all in several locals. Mr. Marvel suggested that fieldmen in those territories give such locals their attention.

#### Increase Class I

Mr. Allebach reported on market conditions and that Class I payments for October would be on 85 percent of established basic, an increase of 2 percent over September, and that Class II price will apply to 13 percent of established basic, a total of 98 percent for the two classes.

After reports by fieldmen about difficulties met in getting reports from small firms in secondary markets, Mr. Cook moved, seconded by Mr. Book, that the reporting committee get a ruling that dealers in these smaller markets who make reports pay on Philadelphia figures and non-reporting dealers pay 100 percent Class I prices until such time as reasonably complete figures can be obtained for those markets. Motion passed.

Changes in the milk marketing agreement urged in the brief filed at Washington on October 4 were read by Mr. Allebach and discussed.

#### Adjusting Basics

The basic adjustment committee thru Mr. Otto, reported a plan whereby 1934 basics be figured on the average monthly production for 1933. After a thorough discussion the report failed of adoption. It was then moved by Mr. Keith that the members be polled by postcard to determine Inter-State sentiment on this point. Seconded by Mr. Andrews, amendment offered by Mr. Welty and seconded by Mr. Keith that the poll be made thru the "Review." Amendment and motion both passed. (See page 3.)

Following a motion duly passed Mr. Allebach appointed a committee of Messrs. Shangle, Marvel, Cohee and Zollers, ex-officio, to which Mr. Twining added Messrs. Kinsey and Cowan, to prepare a report of accomplishments and work of the Inter-State for use of all directors and fieldmen.

Meeting adjourned.

#### Wisconsin Prices

The average milk price received by Wisconsin dairymen during August was \$1.04 per hundred pounds, according to a preliminary report by the crop reporting service. The price of milk used for butter averaged \$.98, \$.96 for cream, \$.15 for condensaries, and \$.31 for market milk while butter averaged \$.23 a pound. This average price was \$.20 a hundred pounds higher than in August 1932.

These prices should interest members of the Inter-State because Wisconsin produces one-tenth of all milk produced in this country and therefore is an important factor in the nation's dairy situation. Furthermore, Wisconsin is making a determined effort not only to hold but to expand her Pennsylvania cream market.

#### Directors Hold Special Meeting

A special meeting of the Board of Directors of the Inter-State Milk Producers' Association was held on September 12, during the Federal hearing and concluded on September 14th and 15th following the completion of the hearing.

Mr. Allebach reported on the physical condition of Mr. Willits, first president of the Inter-State and now a director. A telegram to Mr. Willits was authorized, expressing the Board's sincere wish for his speedy recovery.

Francis R. Taylor, counsel for the Inter-State, discussed the work the organization should do in reference to the Marketing Agreement and in keeping producers posted as to general market conditions and work of the organization. Mr. Welty reported on the work of his committee with reference to the Lehigh Valley organization. It was voted to continue the work of this committee.

The Board voted to hold an October meeting.

General discussion was held on the subject of whether territory to be represented by directors should be divided into definite districts and whether this would serve the interests of the members to their greater satisfaction.

A vote of appreciation was extended to Mr. Taylor and Mr. Dent for their able and scholarly presentation of the Inter-State's case before the representatives of the Department of Agriculture at the recent hearing on the Philadelphia Milk Marketing Agreement.

It was moved by Mr. Cook and seconded by Mr. Otto that the representatives and officers of the Inter-State who appeared at the hearing be complimented for the able manner in which they de-

fended and justified the position of the Inter-State.

Letters from Louis P. Satterthwaite and Howard Cliffe were read to the directors and upon motion it was voted to thank these individuals for their sincere interest in the association.

A report from Mr. Cox and Mr. Willits of the Milk Reporting Division was heard and on the basis of this report the board went on record in favor of certain changes in Class I and Class II percentages for September. These changes were inserted in the September "Review" just before going to press.

#### October Milk Prices

##### 3.5% Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during October, 1933, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia during October, 1933, and until further advised, will be \$2.60 per hundred pounds or 5.6 cents per quart. This price is effective for any amount up to 85 percent of your established basic quantity.

Production over 85 percent and up to 98 percent of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mile-age points.

##### PRICE OF MILK FOR CREAM

The cream price for October is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F. O. B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

##### SURPLUS MILK

Surplus milk shipped during October, 1933, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

#### Open Dairy Courses at Two Colleges

Dairy Manufactures will be taught in a 12-weeks short course to be offered at the College of Agriculture, Rutgers University, beginning Monday, November 6. Prof. F. G. Helyar, director of short courses, described the course as one "particularly planned for students desiring practical training in the handling of market milk and the manufacture of dairy products, especially ice cream."

Professor Helyar also announced that the twelve weeks short course

in dairy farming offered each year by the New Jersey College of Agriculture at Rutgers University will open on Monday, November 6th. Further information on either of these courses may be obtained by writing to Professor Helyar at the College of Agriculture, New Brunswick, N. J.

The Pennsylvania State College, Department of Dairy Husbandry, announces the usual winter short courses in dairy manufacturing as follows:

1. Two Weeks Course Testing Dairy Products and the Manufacture of Butter and Cheese January 8-20, 1934.
2. Two Weeks Course Ice Cream Making January 22 to February 3, 1934.
3. Two Weeks Course Market Milk and Milk Control February 5-17, 1934.

These courses are intensive in nature, the student being in class or laboratory about eight hours a day. They are open to anyone who desires to take them. Any one, two or all of the courses may be scheduled as the student desires.

Further information concerning these courses may be obtained by writing to F. J. Doan, Dairy Department, the Pennsylvania State College, State College, Pa., and requesting the Dairy Manufacturing Short Course Bulletin.

## Clip and Mail

Without delay the coupon found on page 3

#### Stealing Farm Property Carries Heavy Penalty

Stealing farm property is a serious offense in Pennsylvania, carrying a maximum fine of \$500 and a jail sentence of three years, says the Pennsylvania Department of Agriculture.

"The laws are clear and specific in dealing with this type of lawlessness and all farmers should report cases of marauding to the proper local or State police officials immediately," Department officials advise.

The 1925 General Assembly passed the Farm Stealing Act which provides:

"That if any person not being the present owner thereof shall willfully and unlawfully steal, take, or carry away or be engaged in stealing, taking, or carrying away any kind of property whatsoever growing or being on the land of another, every such person so offending shall upon conviction thereof be guilty of larceny and be sentenced to pay a fine not exceeding five hundred dollars (\$500) and to undergo imprisonment by separate or solitary confinement at labor not exceeding three years."

## Basic Adjustments

The basic-surplus adjustment committee which was announced in the September issue of the "Review" is ready to start work. It asks that those members of the Inter-State Milk Producers' Association who feel that they have a just reason to have their basics adjusted write to that committee, making that request.

In this letter the producer is requested to state fully all facts which he feels will help prove the justice of his claim. The committee will hold its next meeting on October 20 to consider requests for adjustments.

Write to Basic Adjustment Committee, Inter-State Milk Producers' Association, 219 N. Broad Street, Philadelphia, Pa.

#### Check Test Brings Members More Money

Sixty eight producers sending milk to one receiving station have reason to be glad that they belong to the Inter-State. Their checks for July milk were larger by \$415.72 than if they had not been members.

The regular tester at this plant was sick so the plant manager engaged a substitute. When the Inter-State fieldman made his regular check-up he found errors in the testing that ranged from a half-point to seven points. These mistakes were made on the tests of 68 of the 123 Inter-State members selling milk at that plant. There are 171 shippers, the remaining 48 not receiving this service as they contribute nothing toward its cost.

The manager of this plant was not aware of the mistakes until the Inter-State fieldman showed him the results of the tests. He promptly corrected his records and issued checks on the basis of the correct tests, 68 of them being larger by amounts ranging from \$.47 to \$18.60 and averaging \$6.12.

F. M. Twining, in charge of the Field and Test Department of the Inter-State, declares that most of those 68 producers do not know even yet that their July checks contained this money which would have been lost but for the check-test. It might have worked an unjust hardship to have broadcast this incident since it was clearly an unintentional mistake as shown by the manager's implicit confidence in the fieldman's work. This was an unusual occurrence in itself, said Mr. Twining, but is typical of the wide variety of services performed by Inter-State fieldmen which mean actual cash to members of the Association.



.....OFFICIAL NOTICE.....

## SEVENTEENTH ANNUAL MEETING OF THE STOCKHOLDERS

—OF THE—

# Inter-State Milk Producers' Association

## Tuesday and Wednesday, Nov. 21 and 22, 1933

At the Broadwood Hotel  
Broad and Wood Streets, Philadelphia, Pa.

**BUSINESS SESSION, TUESDAY, NOV. 21st, at 10.00 A. M.**

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association, Inc., will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Penna., Tuesday morning, November 21st, 1933, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
I. RALPH ZOLLERS, Secretary

## .....PROGRAM.....

10:00 A. M.—Election of Directors.  
Reports of Officers and Auditor.  
Report of Field and Test Department.

2:00 P. M.—President's Annual Address.  
Discussion of Market Conditions.  
Annual Report of the Dairy Council.  
Address by F. P. Weaver, Professor of  
Economics at Pennsylvania State College.

## WOMEN'S OWN PROGRAM AND LUNCHEON

Tuesday, November 21st  
(FOR DETAILS SEE PAGE 8)

## ANNUAL BANQUET

BROADWOOD HOTEL

NOVEMBER 21st, 1933, at 6:00 P. M.

17th Anniversary Program

Special Entertainment

T. B. SYMONS, Banquet Speaker

BANQUET TICKETS, \$1.50

## WEDNESDAY, NOV. 22nd, 1933

8:00 A. M.—Visits to Local Milk and Ice Cream Plants.  
Visits to Offices of the Inter-State Milk  
Producers' Association and Philadelphia  
Inter-State Dairy Council.

10:30 A. M.—General Public Session.  
Features for this session will be announced in detail in the November issue of the "Review."

## PROXY FOR STOCKHOLDERS

## INTER-STATE MILK PRODUCERS' ASSOCIATION

INCORPORATED 1917  
IN THE STATE OF DELAWARE

## PROXY

## STOCKHOLDERS' MEETING

## Know All Men by These Presents

That I, the undersigned, being the owner of \_\_\_\_\_ shares of the capital stock of the corporation above named, do hereby constitute

and appoint \_\_\_\_\_ my true and lawful attorney

(Write in Name of Delegate and Alternate)

in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Tuesday, the Twenty-first day of November, 1933, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead

IN WITNESS WHEREOF, I have hereunto set my hand and seal this \_\_\_\_\_ day of \_\_\_\_\_, 1933

Witnessed \_\_\_\_\_

[SEAL]

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

## Milk Market Conditions and Prices in Other Leading Territories

## Detroit, Michigan

August price for 3.5 percent test milk delivered at Detroit was set at \$1.85 per hundred pounds less pool fee, for the entire base. Surplus milk price was set at 72 cents at receiving stations. Butterfat differential was 3 cents a point. Retail price was advanced from 9 to 10 cents a quart on August 18th.

## Pittsburgh, Pennsylvania

Net August prices, f. o. b. Pittsburgh, for 3.5 percent milk was \$1.60 per cwt. Country plant price was \$1.27. Secondary markets on the pool plan ranged from \$1.25 to \$1.65.

## Peoria, Illinois

F. O. B. Peoria prices for August were \$1.60 a hundred for base milk and \$0.88 a hundred for excess milk. These prices are for 3.5 percent milk with 2 1/2 cents differential for each one-tenth percent above or below that test.

## Hartford, Connecticut

Prices for 4 percent milk F.O.B. market are given in the "C. M. P. A. Bulletin", as follows:

Class I, fluid sales, 7 3/4 cents a quart (\$3.60 a cwt.).

Class II, fluid cream, 15 cents a pound above average Boston butter market.

Class III, manufactured products except butter, 8 cents above average Boston butter market.

Class IV, manufactured into butter, average Boston butter market. Prices in Classes II, III, and IV are for butterfat in milk, the milk to go with fat and the butter price is the monthly average of 92 score butter.

## Minneapolis and St. Paul

The "Twin-City Milk Producers' Bulletin" reports a price of \$1.23 per hundred for 3.5 percent milk in August. Under the Twin City marketing agreement which became effective on September 2, this price was raised to \$1.42. At the same time the cream price was increased from 22 percent to 25 percent over extras.

## New York City

"August net pool prices to members of the Dairymen's League Cooperative Association, Inc., for grade 'B' milk testing 3.5% percent of fat at plants in the 201-210 mile zone are \$1.56 to \$1.68 per 100 pounds." This is reported as the highest net pool price since November, 1931, and is 45.8 percent higher than August 1932.

## Louisville, Kentucky

As reported in the "Falls City Cooperative Dairyman," prices paid on the Louisville Market for 4 percent milk are \$1.88 per hundred

pounds for 65 percent of base and \$1.05 for excess milk over 65 percent of base. These prices are for grade B milk and a 2 1/2 cent differential is made for every point variation in test.

## Milwaukee, Wisconsin

September prices are reported the same as for August, i. e., \$2.00 a hundred for milk for fluid sales, \$1.00 a hundred for excess milk, and \$1.77 a hundred for milk for relief purposes.

## Chicago, Illinois

August prices to producers reported in "Pure Milk" are: Class I, \$1.75, less check-off, for 90 percent of basic milk. Class II, \$0.86, less check-off for remainder of basic milk. Class III, or balance of milk was priced at \$0.75, less check-off of 3 cents. These prices apply to milk testing 3.5 percent butterfat.

## Boston, Massachusetts

Milk for fluid sales brought \$1.97 per hundred during August in the 181.200 mile zone from Boston. Surplus milk brought \$1.21 per hundred. These prices are based on milk testing 3.7 percent butterfat. Fluid prices are the same and surplus prices were 33 cents higher than in August 1932. Retail delivered price was advanced on August 10th to 12 cents a quart.

## SEND IT IN NOW—

The coupon on page 3 gives you a chance to say how you would like basics figured for next year.

## Baltimore Agreement

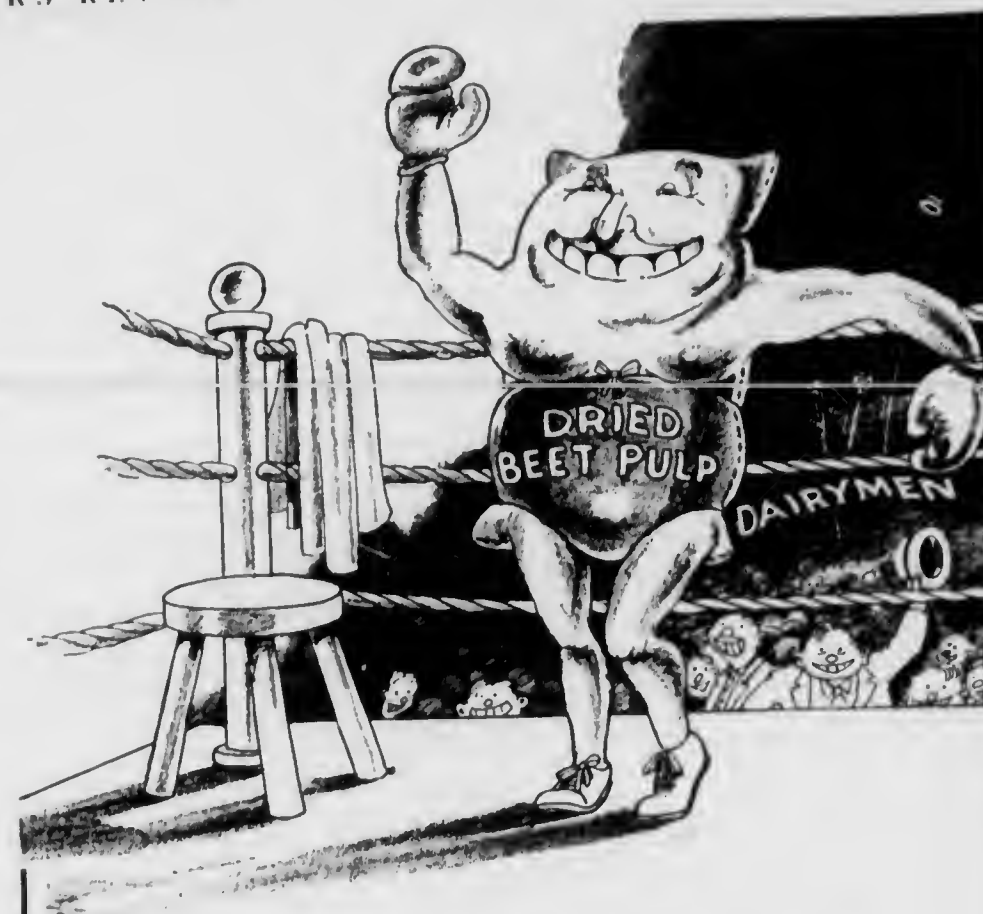
A milk marketing agreement for Baltimore was signed by Secretary Wallace on September 26th and became effective on September 29th for a trial period of 30 days.

This agreement sets the maximum prices that can be charged consumers and the minimum prices to be paid producers. Prices to producers are all F. O. B. Baltimore and are \$2.61 per hundred pounds of 4 per cent milk for Class I or whole milk either bulk or bottled, \$1.97 for Class II or all other fluid sales including cream, and butterfat price for all Class III milk. A differential of 4.6 cents a point above or below 4 per cent test is provided.

Maximum retail price is set at 11 cents a quart delivered to homes and a wholesale price of 10 cents to stores. Special milk is two cents a quart higher.

## Georgia Milk Agreement

The Georgia milk marketing agreement is ready for Secretary Wallace's signature according to a report from the A. A. A. office at



## DRIED BEET PULP Champion of the World!

**NO FEED** in all the world can stand up against Dried Beet Pulp—champion of feedstuffs. It is the only vegetable feed available in commercial form. It is succulent, bulky, palatable and mildly laxative—"June Pasture the year round." Dairy cows, beef cattle and sheep all relish its root-like flavor. It safeguards health, boosts milk production, promotes rapid growth and banishes "off-feed" days. **And it is one of the cheapest feeds now on the market.** There is plenty of it. Every feed dealer either has it in stock or can get it for you quickly.

Dried Beet Pulp fits into any ration and improves it. And it does not increase the cost of your ration. You merely substitute it for corn, oats, wheat, barley, buckwheat, hominy and (when the balance of the ration contains other protein feeds) bran and middlings. **And feed it right out of the sack. Dried Beet Pulp does not need to be soaked before using.** If you have no silage use it as you would silage, one pound of Dried Beet Pulp instead of five pounds of silage.

In many localities dairymen are able to secure a supply of wet brewers grains from local breweries. Dried Beet Pulp combines wonderfully well with wet grains.

*Dried Beet Pulp makes very good litter for poultry*



THE LAROWE MILLING COMPANY

Detroit, Michigan

Washington. The agreement provides for a thirty-day trial and covers Atlanta, Macon, Columbus, and Augusta, Georgia, and Aiken, S. C.

It provides for \$2.50 per hundred pounds for 4 per cent Class I milk, and \$1.50 for Class II milk, except in Augusta and Aiken where the prices are \$2.62 and \$1.86 respectively. Class III milk price will be the price of 92 score butter at Chicago times the butterfat test of the milk, plus 20 cents a hundred pounds. All prices are F. O. B. market.

## Slow Trains

An American in England was giving some illustrations of the size of his country.

"You can entrain in the state of Texas at dawn," he said impressively, "and twenty-four hours later you'll still be in Texas."

"Yes," said one of his English listeners, "we've got trains like that here, too."

—Annapolis Log.

"I can think of nothing more unpopular than a strike, a strike of anything."—Will Rogers.



### Agricultural Workers

Labor employed in certain types of packing and processing agricultural products are exempt from the President's Blanket Code and specific industry codes under Release 401 of the NRA which defines "agricultural workers" exempted as follows:

"Agricultural workers" are all those employed by farmers on the farm when they are engaged in growing and preparing for sale the products of the soil and/or live stock; also, all labor used in growing and preparing perishable agricultural commodities for market in original perishable form. When workers are employed in processing farm products or preparing them for market, beyond the stage customarily performed within the area of production, such workers are not to be deemed agricultural workers.

### Cow Test Associations Establish New Record

A study of the latest records of 4,109 cows that recently completed a full year in the New Jersey herd improvement associations reveals a new annual high record for butterfat production of 323 pounds per cow. The average amount of milk was 8,671 pounds, testing 3.7 per cent butterfat.

"This splendid production", says E. J. Perry, extension service dairyman at the State College of Agriculture, Rutgers University, has brought about primarily by

closer culling of poor cows during the depression, by more careful feeding, and by the use of proved sires.

"This new record of production per cow should be the minimum goal for all dairymen of the State because, with the recent increase in milk prices, it will insure some profit in the dairy business. Census figures indicate that the average yearly production for all cows in the State is about 6,200 pounds of milk and 240 pounds of fat.

"These latest association records ranged all the way from 2,100 pounds to 23,000 pounds of milk per cow. The cows that yielded 10,000 pounds of milk had only a 26 per cent higher feed cost than those that produced 5,000 pounds. In the feed costs are included hay, pasture and other roughage, and grain. Roughage costs are nearly always the same for both the high and low producer."

Salient facts revealed by these latest records are:

- (1) It paid to feed grain rather liberally to good cows.
- (2) Fall and winter freshening cows were a little more profitable than those freshening in spring and summer.
- (3) The purebreds excelled the frade cows in production and profit.
- (4) The seven - year - old cows were the heaviest producers.
- (5) The large cows made milk more economically than the small cows.

Last year more than 8,000 cows were tested, but many of them were eliminated before the end of the test period. Counties cooperating in herd improvement association work are Sussex, Warren, Morris, Somerset, Hunterdon, Mercer, Middlesex, Monmouth, Burlington, Gloucester, Salem, Cumberland and Cape May.

Coming together is a beginning, keeping together is progress, working together is success.

### Drainage Proves Worth In Wet and Dry Season

While many county corn fields are now suffering from lack of rain, some show the effects of too much moisture last spring.

Spotty places indicate where the land was too wet to plant with the rest of the field or if it was "muddied" through on time the crop has done very poorly. In fact, some areas could not be planted to corn in the regular rotation. Thus the farmers well-laid plans were destroyed for the lack of a little drainage improvement.

In most instances a few lines of drain tile laid according to Extension Circular 112, "Land Drainage in Pennsylvania", would have corrected the difficulty. Sometimes the farmer has tried tile drains without making a study of the origin of the surplus water. It is not sufficient on hillsides to place the drain in the wet place; it must be above if it is to serve as an interceptor. Springy or spouty places requiring such treatment are frequently found at the base of a slope or a change of grade on a hillside or at an outcrop of sandstone or coal. Laying the tile may prove unsuccessful unless the source of the extra water is found.

These suggestions are the result of 13 years of work of the agricultural extension service in Pennsylvania. Use of 4-inch tile as a minimum for laterals, mains of a proper size according to the table in the circular, and connections made through Y-branches should form an enduring system if the outlets are kept open.

### An Effective Plan

F. S. Bucher, county agent, Lancaster County, Pa. has adopted a campaign through which he has been able to convey to the dairymen and farmers of that county, information that is of particular interest.

In the June 24th, 1933 presentation he called particular attention to Herd Improvement Association members. He outlined particularly the necessity, at that time, for a determined effort to eliminate the growth of thistles, before they went to seed.

Reference was also made to the reduction of registration fees by the Holstein-Friesian Association and to the modified regulations with respect to the testing of pure bred cattle by the Bureau of Animal Industry of the State of Pennsylvania. At the time of the application of the test, the owner of pure bred must either have the registry papers or must have made application for their registration or their transfer previous to the test. Otherwise, pure bred reactors will be re-

garded as grades and will be paid for on the grade basis.

Other timely features of interest to cow testing association members are also included.

This method of informing the cow testing association each month is to be commended—as it keeps the membership directly in touch with some of the important factors in which they are interested and comes to them monthly, when the particulars topic are fresh in mind.

### See Page 3

Send the coupon in so we will know your preference on method of determining basics.

### Maryland Team Wins Judging Contest

The dairy cattle judging team representing the University of Maryland was awarded first place in the judging contests held in connection with the Eastern States Exposition, at Springfield, Mass., September 18. Second place was won by the team from New Jersey and third honors went to the New York team. Teams from ten states participated in the contest.

Members of the winning Maryland team were Albert Nicholson, Chestertown; Charles Clark, Forest Hill; who ranked first and second and William Chilcoat, Sparks, who ranked fifth among the thirty contestants. In addition to winning the contest as a whole, the Maryland boys stood first in judging Jerseys, Guernseys and Ayrshires and second in Holsteins.

### How Marketing Plan Works In Michigan

Steadily increasing consumption of fluid milk and cream despite an advance of 1 cent per quart under the terms of the milk marketing agreement for Detroit is reported by representatives of the Michigan Milk Producers' Association. Consumers have registered no complaint against the increase, it is declared, and they are satisfied to pay 10 cents per quart as employment increases when the producers are getting an advance from \$1.50 to \$1.85 per hundred, coupled with a strengthening of the producers' pool on manufactured surplus.

Producers and distributors serving several large consuming centers in eastern Michigan are seriously considering a petition to have the Detroit agreement amended to include them in its provisions. A statement made to Dr. Clyde L. King of the Dairy Section today by Clarence E. Gittens, representing the Michigan Milk Producers' Association, describes the situation

### Weather's Pattern Same From One Month to Next

Abnormal weather tends to create more abnormal weather, says the Weather Bureau, United States Department of Agriculture, which recently analyzed a set of long-time records for Iowa and adjacent states. For example, the meteorologists point out, an unusually hot June is more likely than not to be followed by an unusually hot July, and a colder than ordinary January by a February with an average temperature below normal. This weather sequence is most apparent in midsummer and midwinter, they say, and the greater the abnormality the more certain it is to repeat itself.

In many States June gives the key to the weather for the rest of the summer. Thus the record for Illinois show that in 7 out of 10 cases when June temperatures average 3° or more above normal July temperatures were also above normal, and in 8 out of 11 cases when June temperatures averaged

3° or more below normal, average temperatures for July were below normal.

Nearly every hotter-than-normal June in Illinois has been followed by a dryer-than-normal July and each cooler-than-normal June by a July having more than normal rainfall. Over much of the Mississippi Valley July precipitation is always below normal if June temperatures have been 3° to 4° above normal.

In Iowa higher-than-normal temperatures for June are a good indication of higher-than-normal temperatures for the next 3 months. In many States July weather has a well-defined tendency to perpetuate itself through August.

The January-February relationship, another important weather sequence, was also brought out in the recent study. In many parts of the country a cold January is more likely than not to be followed by a cold February and in several States a warm January is quite generally followed by a warm February.

### Use Care In Choosing Green Manure Crops

The value of green manure crops seeded in late summer or early fall, and plowed under the following spring, is generally accepted. Such crops reduce soil erosion by wind and water during the winter season, and largely prevent loss by leaching of soluble plant nutrients from the soil. When turned under, the green manure may be an important source of plant food for the crop which follows. Great differences exist, however, in the value of various crop plants used for manuring, according to Dr. H. B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University. The true measure of the improvement obtained from a green manure planting, he says, lies in the increased yield of the succeeding crop, rather than in the amount of growth plowed under in spring.

A 4-year average of experiments conducted on a sandy loam soil at New Brunswick showed Winter Vetch to be the most valuable green manure crop, followed in order by red clover, sweet clover, alsike clover, and crimson clover. Rye and wheat both depressed the yields of the succeeding crop. The green manures were planted during late August in standing corn, and in general made a fairly satisfactory growth, both before the corn was cut and afterward. The amount of plant material produced in tops and roots was determined in late April, prior to planting corn.

Although rye produced the most plant material for plowing under—about 8 tons per acre of fresh tops and roots—the yield of the following corn crop was reduced approximately 10 per cent, whereas Vetch as a green manure crop increased yields of corn about 15 per cent. In general, the legumes increased yields of the following crop, and the non-legumes—rye and wheat—reduced yields. The occasional winter-killing of crimson clover was responsible for the relatively poor performance of this plant, and the consistent winter heaving of sweet clover greatly reduced spring growth of that plant.

Since each of the green manure crops were grown for four successive years on the same plots, and the entire field was uniformly cropped to corn, it may be concluded that the cumulative effect of non-legumes—rye and wheat—on the supply of soil organic matter was negligible, or at least insufficient to improve yields of the corn crop, Dr. Sprague advises.

"These experiments", he points out, "indicate that green manures are probably of most importance as sources of plant food which becomes available gradually during the growing season as the manure crop decays. Non-legumes which release relatively small amount of nitrogen and minerals during decomposition, appear to have little immediate value as sources of nutrients, in contrast with such legumes as vetch and the clovers."

Some folks  
plod thru  
life, going  
back home for  
excuses, what  
they should  
go back for  
is MILK.

(This is one of a series of posters by Happy Goldsmith which is being used in the Philadelphia High Schools to encourage students to drink more milk. And milk drinking is just as important for the health of the family in the country as in the city.)

Patronize Your Own Product

Philadelphia Inter-State  
Dairy Council  
219 North Broad Street  
PHILADELPHIA

▲▲  
**Horace F. Temple**  
INCORPORATED

Printer  
and  
Designer

WEST CHESTER, PA.

BELL PHONE No. 1



**\$1 RIDES YOUR WEEDS**  
**LAWN OF WEEDS**

Here's a new chemical discovery that absolutely RIDES YOUR LAWN of dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

**WEED-TOX** DOES NOT HARM REST OF LAWN

Easily and quickly applied without injury to grass or other desirable vegetation, but is ABSOLUTELY GUARANTEED TO KILL WEEDS, making it impossible for them to revive, even after only one application.

**WEEDS GO IN 24 HOURS**

One 5-gal. bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fuming—no sprayer—nothing else to buy.

**V. & M. PRODUCTS COMPANY**  
222 W. A., Galesburg, Michigan

V. & M. Products Co.  
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Enclosed is \$1. Please  
send me 1 bottle WEED-  
TOX with applicator.

Name \_\_\_\_\_  
Address \_\_\_\_\_

**ONE DROP does the WORK**



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RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES—  
THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

## STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Collision, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

## NET GAIN

Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932.

## COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

325-333 S. 18th STREET HARRISBURG, PENNSYLVANIA

Clip this and mail today—it obligates you in no way.

PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL  
CASUALTY INSURANCE COMPANY  
Harrisburg, Pa.

Gentlemen: I am interested in—

Compensation Insurance - - - ☐  
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It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....  
Address.....  
Street and Number..... City..... County.....  
Business..... Payroll..... Make of Car..... Model.....

## KEEP POSTED

Read the.....

## Milk Producers' Review

It contains FACTS about the Milk Marketing Situation in the Philadelphia Milk Shed. It is full of worthwhile and reliable information.

See Official Milk Price  
Quotations on Page 5

The Home and Community Department Will  
Interest the Homemaker

## NOTICE OF ANNUAL MEETING IN THIS ISSUE

Read the advertisements, too, and when answering them  
be sure to mention the Milk Producers' Review

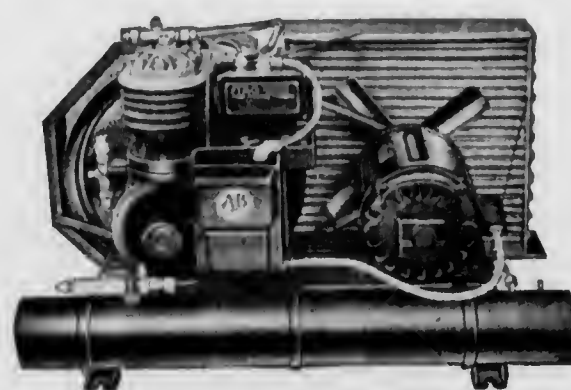


## HIGHEST QUALITY REFRIGERATING COMPRESSORS

Are Sold by Authorized Dealers Only

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FOR MILK COOLING AND STORAGE USES



Thousands of these sturdy, heavy duty compressors are in use on the most modern dairy farms in the East—and bring the highest recommendation from dealer and user. Very economical—great surplus power—and remarkably trouble free. Lowest delivered and installed prices give authorized Factory Dealer ample, substantial profit, but eliminates distributors' discount—save your customer 25 per cent or more!

"M&E" Dairy Cabinet Compressor of 750 to 1100 lb. I. M. C. Others from 175 lb. up. Complete with starter and thermo cutout. Electric or gasoline driven to fit available power conditions.

Territory open for additional authorized dealers. Complete free training school Monday, Tuesday, Wednesday of each week free at Philadelphia plant. Write wire, phone at once.

Seventh Year in Electric Refrigeration

Manufactured by  
**MERCHANT & EVANS COMPANY**  
Est. 1866 PHILADELPHIA, PA. U.S.A.

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., October, 1933

No. 6

## Federal Report Cites Need For Strong Dairy Co-ops

markets off by themselves according to these investigations. Milk will be attracted to the best paying markets whenever transportation costs and difficulties are not too great. For this reason closer co-operation between milk marketing associations is urged.

A significant figure reported was that 6.8 percent less milk and cream was received at the six markets in 1932 as compared to 1931.

pounds in 1931 and just over 588 million pounds in 1932.

Other figures showed that Pennsylvania farmers market enough milk to supply all the fluid milk and cream needed and about 14.5 percent or 456 million pounds extra is manufactured into other dairy products. In addition, almost 290 million pounds of imported milk are manufactured within the state. These figures which show that

Philadelphia's milk shed, as is well known to "Review" readers lies principally in Southeastern Pennsylvania which supplies 69 percent of the milk and in New Jersey with 9 per cent, Maryland with 13 percent, Delaware with 2 percent and with about 1 percent divided between Virginia and West Virginia. Inter-State membership was found to be well distributed over the shed in proportion to production except that the extreme northwest part of the shed which

**Attention, Members—**  
A coupon is provided on page 3 for an expression from you about methods of establishing 1934 basics. Send it in.

## There Is No Magic Wand

"In our efforts to make adjustments, we find wherever we turn that there are entrenched, selfish interests. We, therefore, have tried a great variety of short time adjustments, but every one of them, as long as this underlying situation is not faced, brings about within a short time, an outcry from some other class. Each particular group, when it sees itself in danger, gets in touch with certain governors, congressmen or senators and descends on Washington. Calls are made on one of the Secretaries or the President and simultaneously a statement is issued to the press. High pressuring of this sort often results in action which is highly desirable, but at other times, it is hasty and ill-considered, and bound to provoke the most serious reaction from some other group later on. A government can stand a considerable amount of battering of this sort. The unfortunate thing about it all is that when a situation is temporarily solved by political pressure in this way, the people begin to think that the government can solve all economic problems indefinitely by a wave of the Magic Wand. . . . Of course, this attitude on the part of our people is extremely dangerous. It causes them to think that problems can be easily and simply solved by governmental fiat. I think the centralizing power of the government can be of tremendous help but it can also be very dangerous unless our people are widely educated concerning the supply and demand elements in the various commodities. . . .

"One thing which disturbs me exceedingly about the people of the United States, whether they be conservative grain dealers, left-wing farmers or labor leaders, is the way in which they jump at conclusions on insufficient grounds."—HON. H. A. WALLACE, 9-20-33.

Philadelphia had 9.5 percent less which accounts in large measure for the increased surplus, a fact apparently ignored by most who condemn the present marketing agreement. There is a decided increase in truck deliveries with a falling off in rail shipments in the territory studied.

The survey contained several sets of figures of special interest to readers of the "Review." One set referred to Philadelphia receipts which showed about an 18.4 percent average monthly surplus over fluid sales. Fluid sales in Philadelphia were almost 623 million

3,113 million pounds are consumed in Pennsylvania cities do not take into account the milk in those parts of the natural milk sheds of Philadelphia and Pittsburgh which lie outside of Pennsylvania but which would naturally be included in consideration of the separate sheds. Neither do they take into consideration that part of Pennsylvania which lies in the New York milk shed and exports to that city.

Every state in the area studied depends largely on the middle west for manufactured dairy products where they are produced cheaper than can be done in the east.

has been opened recently is not fully represented.

Figures for surplus milk sales for the entire area and for Philadelphia give interesting comparisons.

This amounted to 56 percent of total receipts for the six markets with the 1932 figure being slightly larger than for the 1931 surplus. The surplus milk sent to market by Inter-State members during the same two years was only 17 percent of the total, showing a healthier market condition than over the area as a whole.

Retail prices show that Philadelphia consumers received standard grade milk at the lowest price of any market studied and that producers in this market got a larger slice out of every dollar the consumer spent for milk than did the producers in New York, Boston or Baltimore.

The following table gives the average for 28 months from January 1931 to April 1933:

Market	Producer Received ¢ per qt.	Consumer Paid ¢ per qt.
Philadelphia	4.28	10.57
Boston	3.37	11.44
Baltimore	4.68	11.79
Richmond	5.26	12.5
New York	2.90	12.87
Washington	6.07	13.6

The entire report shows the need for dairy marketing organizations. Findings of the survey are conclusive that the work they do is important in stabilizing markets and in controlling production both from month to month and over the long pull. Philadelphia marketing conditions stood the comparison with competing markets with flying colors. It is evident that both producers and consumers in this area have been receiving a square deal.



## Inter-State Asks For Change In Agreement

THE Inter-State Milk Producers' Association has filed a brief with the Agricultural Adjustment Administration at Washington requesting several important changes in the milk marketing agreement. These changes are intended to bring greater returns to producers while a few of them are designed mainly to simplify the provisions in the agreement.

One of the important changes asked for provides that, "All the retail and wholesale sales of milk in bottles, including skim milk, buttermilk, and chocolate milk, and all of the wholesale sales of milk in bulk, including skim milk,

red in the 51-60 mile zone and more in more distant zones. These three items amount to about 18 cents total per hundred pounds.

Simplifications of the rules for earning Class A bonuses was requested together with an increase in the amounts of bonuses. It was requested that these bonuses should be paid each month that they are earned without any relation to other months or other seasons of the year.

A change was asked in the method of establishing a basic production for new producers and also to provide that an old producer may establish a new basic of 70 percent of his average daily production for the year if that should be higher than his present basic. Old producers whose production falls below 70 percent of their established basics for three months will have a new basic which will be the average of the old basic and the production during that three-month period.

Another change urged was to add a feature requiring distributors who sell milk testing 4 percent but under 4.5 percent butterfat to sell that milk at a price at least 1 cent a quart above established grade B price and milk testing 4.5 percent or more must be sold at 2 cents a quart above established grade B price. This was requested to protect the market of the producer of grade B milk, which can not be sold at less than a certain price from the inroads of a richer milk that does not carry the "A" or "AA" label.

It was also recommended that distnat areas now sending cream to Philadelphia be not recognized in any way as a part of the Philadelphia milk shed. The question of retail price in secondary markets was brought up as needing study and wherever justified to establish a lower price in those markets than in the primary markets.

Several other minor changes were urged, almost all of which were designed to simplify the agreement or clarify the meaning intended. It is expected that many of these changes will be incorporated in the agreement when revised by officials of the Agricultural Adjustment Administration.

### Clip and Mail

Without delay the coupon found on the opposite page

## Below The Belt

A committee of four stockholders of the Inter-State Milk Producers' Association, thru their attorney, has caused to be published on October 9th, a broadside of accusations and implied accusations of mismanagement, misappropriation and incompetence against officers and directors of that organization. Letters were said to have been sent to each director including these statements and asking them to resign.

Some of the papers got both sides of the story, and included a flat denial by Secretary I. Ralph Zollers backed up with facts. This denial pointed out that faith was broken by their accountants who stated they would show Mr. Zollers their findings and check up with him on any points not clear. This was not done. Furthermore, complete records were available on every point raised and these were not asked for, or if asked for and used were given absurd interpretations.

The Inter-State is a service organization. It does not deal in goods but in services and therefore the 83 per cent of expenditures in salaries and expenses of officers, directors, and employees is only logical. It takes men and money to render regular unbiased service to more than 20,000 milk producers in 48 counties of five states. The charge was made that out of it all came a code that discredits the management. The Milk Marketing Agreement to which they refer was approved by Secretary of Agriculture H. A. Wallace and therefore these charges must also apply to him.

A slam was taken that the Directors of the Association are paid for their work and the expenses incurred in their work. Such pay is taken for granted in any well conducted organization. Directors who live at the greatest distance or who have done the most committee work, were singled out as the worst offenders.

A charge that no money could be found for 1692.9 shares of issued stock was made. This was accounted for and discussed fully at the 1932 annual meeting, but that fact did not interest the investigators or our accusers. This resulted in part at least from clerical errors in which entries on the stock certificate stub were copied incorrectly, actual cases being found in which decimals were omitted, making a .4 share appear in the records as 4 shares. These errors occurred over about 12 years and the above figure is an accumulation during that time. No stock was issued for which cash was not received

and no moneys were ever misappropriated.

A new stock record plan, such as the P. R. R. uses, was started four years ago, completed in 1932, to keep the 25,000 stock records in order.

Another point was that many of the directors are ineligible because they do not own the required three shares. Here again facts were overlooked. Every director owns three shares, 24 of them owning them when last elected and the rest qualifying shortly after election. This is common corporate practice. Should smaller stockholders be declared ineligible for election most nominations from the floor would be stopped, shutting out good men.

The matter of paying a part of the group insurance for employees is practiced by most corporations. The charge that this is done is purely a smoke cloud to catch the attention of those few who do not know that this is commonly done by business firms.

The charges even accused the officers of mismanagement because they authorized the association to pay the hotel bills of directors while in the city on association business.

More ridiculous than that is the implied accusation that the present officers and directors are responsible for a condition which existed during the World War whereby milk producers got more of the consumer's dollar than they do now. Because those making these charges apparently think this condition could have been maintained they are asking every officer and every director to resign.

Such accusations, even when dressed up with clever language and coming from a law office, will not fool many.

We are glad the stockholders who asked this investigation express faith in the Inter-State. We feel sure that, had their attorney and accountants given them complete facts accurately interpreted they would have faith in the honesty and ability of its officers, also.

This is an internal affair and the rank and file of the Inter-State membership will, we are sure, demonstrate this faith at the annual meeting. You members are of good American stock and will resent the misleading and meddling aid of certain un-American elements which are not engaged in dairy farming.

This year more than ever, will pay the dairymen to get rid of unprofitable cows and to feed liberally the high producers.

## It's A Man's Job

It is a foregone conclusion that regardless of how little or how much the Philadelphia Milk Marketing Agreement may be changed there will be provisions in the final draft for collective bargaining on the part of producers.

That bargaining takes skill. It requires experience. It needs a background of sound facts and close knowledge of conditions, not only on the farms but among consumers.

The position of officers in a bargaining organization is akin to that of "big business" executives which was described so ably by the "Evening Bulletin" as follows:

"Critics are prone to forget that in the organizing and executive capacity and business acumen of those who shape corporate policy may hinge success or failure the earnings of millions for shareholders annually or the sinking of their capital in a sea of red ink."

Does not that apply in proportionate degree to officers of the Inter-State?

Pitted against the farmers' representatives in this bargaining are the best executive minds of corporations doing millions of dollars of business a year. It is the work of those executives to obtain as much of the available business as possible. It is their work to make as reasonable a return to stockholders as business conditions permit. If they fail in this, others more capable will take their places.

### Ability Demanded

It takes ability to meet men of this calibre in a conference room, to make demands of them which will complicate their problems, and to press those demands so forcefully that they are met in whole or in major part. This whole principle of collective bargaining must be done on a high plane.

A single strategic move on the part of the Inter-State can easily pay the dues of every member. One concrete instance of that has just occurred when the percentage of established basic to be paid for at Class I price was increased from approximately 80 to an even 83 per cent and Class II was increased from 10 to 14 per cent of the established basic. This netted every member an extra five and three-quarters cents a hundred pounds of milk marketed in September.

Every non-member also received the same increase. In addition, the producer who shipped only 97 pounds, or less, for every 100 pounds of established basic had some of his milk sold as surplus, another clear gain to members and non-members alike.

This was made possible because

the officers of the Inter-State are alert to make every move that will bring the farmers more money for their milk. It is only one instance. The records are full of others of equal or greater importance.

When outside influences drove down the retail price of milk during the depression the cuts were not passed back to the farmer in full. The Inter-State was on the job and resisted every such effort, saving thousands of dollars every month for producers sending milk to Philadelphia.

A single mistake, a moment's inattention, then or at any other time, might easily deprive producers of several cents on every hundred pounds of milk produced. Marketing ability and skill as well as experience are needed to avoid mistakes.

### Must Know Conditions

As a bargaining organization officers of the Inter-State must and do know conditions on the farm and they must and do know that constitutes a fair price to consumer. More than that, they must be prepared to advance the interests of producers, or protect their interests, whenever occasion arises to discuss probable price changes.

Free and frank discussion of proposed price changes requires a friendly feeling among interested parties. Fair treatment would be impossible, only trouble would arise, if the bargaining representatives of the producers accused the buyers of their product of being dishonest or worse. No one would buy an auto, a radio, a cow, or anything else from a salesman who called him all kinds of hard names.

The officers and directors of the Inter-State, representing the producers, must sit across the table from executives of the dairy companies doing business in Philadelphia. They treat each other as intelligent business men who will listen to reason when presented by reasonable persons in a reasonable manner.

That has been the position and policy of the Inter-State during the last 16 years. It stands on its record of getting for the farmer the largest part of the consumer's dollar of any large eastern market and giving to the consumer a steady supply of high quality milk at a fair price.

One ton of manure plus fifty pounds of superphosphate makes a well-balanced fertilizer.

The reduction in wheat acreage asked by the secretary of agriculture for the 1933 seeding is fifteen per cent.

## Members! Vote On Basics

How shall basics be figured? That is a question which we are putting squarely up to members of Inter-State Milk Producers' Association. The Board of Directors at its meeting on October 6th and 7th discussed this at great length and from every conceivable angle. The discussion showed substantial agreement on the wisdom of a long time policy similar to the plan that has been followed since the basic-surplus plan was adopted in 1921.

But the immediate present, in the opinion of some directors, requires emergency treatment. They felt that the basics of many producers are held down unduly. Accordingly, a plan was suggested that the 1934 basic be figured as the average monthly production during 1933. This plan was not approved outright but was turned over to you members for your expression of opinion.

Here are a few thoughts expressed by the directors in discussing the proposition:—Many producers have not been producing their basic during 1933 and they would and should have their basics reduced. It would penalize producers who have held production down to their present basics. Each producer will get a basic according to his 1933 production without relation to other years. It will help those who have just started producing milk and those who have greatly increased the size of their herds and this will be at the expense of those who have held down production. It will meet much of the criticism that has been leveled at the Marketing Agreement. It will cause greater seasonal variations in milk production with wider fluctua-

tions in the percentage of basic bought at Class I price. Also that it will penalize producers who produce a regular amount of milk during the high cost part of the year.

These statements are given mainly to help you see the whole picture.

This proposition is an alternative to that provided in the Marketing Agreement, Exhibit B, Section 9, as follows:

"New basic quantities for the period beginning January 1, 1934, shall be established as follows:

"Each producer's present established basic quantity shall be added to his July 1933 production and his November 1933 production and the total sum divided by 3; Provided, however, No producer will be allowed thereby to obtain a new basic quantity more than fifteen percent (15%) in excess of his present established basic quantity."

The Inter-State has previously requested of the A. A. A. that the agreement be changed so that any old producer may increase his basic to 70 percent of his average production the previous year if that amount is larger than his present basic.

In the light of this information you are asked to express your opinion as to which means of determining basics is the fairest to you for 1934 and thereafter. The result of this poll will be transmitted to the A. A. A. officials at Washington, who have the final word on this or any other proposed change in the Marketing Agreement. We feel that such an expression of opinion will bear weight even tho the time limit for filing briefs has expired.

Please mark the coupon and be sure to give your name and the name of your local. Drop it in the mail so it will be postmarked on or before October 21. Send sooner if you can.

### EXPRESSION OF OPINION ON

#### METHODS OF ESTABLISHING BASIC PRODUCTION for 1934

The Board of Directors of the Inter-State Milk Producers' Association has requested that all producing members of the organization be polled thru the columns of the "Milk Producers' Review" to determine the consensus of opinion as to which of the two methods described below is preferred for determining basic productions for 1934.

(Show preference by marking X in proper square)

- A. The present basic production of each producer plus his July 1933 production, plus his November 1933 production, and this total divided by three, provided that it shall be increased not more than 15 percent over his present established basic. (As in present marketing agreement) ☐
- B. The monthly average of each producer's 1933 production records. ☐

Member's Name \_\_\_\_\_

Address \_\_\_\_\_

Name of Local \_\_\_\_\_

Put in envelope and send first class mail to the Inter-State Milk Producers' Association, 219 N. Broad Street, Philadelphia, Pa. Envelope must be postmarked on or before October 21, 1933



# INTER-STATE MILK PRODUCERS REVIEW

Official Organ of the  
Inter-State Milk Producers' Association, Inc.

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## Production Control Object of New Plan

A plan of considerable merit for controlling milk production has been advanced by the "American Agriculturist." Similar plans have been suggested by many others. It provides that all T. B. cows be disposed of within the next six to twelve months. Also that cows afflicted with Bangs disease (abortion) be eliminated as far as possible if not entirely. Third, that "boarder" cows be disposed of as soon as possible. Indemnities would be paid for cows with T. B. and Bangs disease and a bounty for all boarder cows sold.

A fourth feature of the plan states, "Provide some kind of fair and reasonable plan whereby a dairyman cannot increase the size of his dairy in the immediate future, say during the next two years, with exceptions where justified."

No one with the best interests of dairying at heart can dispute the wisdom of getting rid of cows afflicted with either T. B. or abortion disease. T. B. is already on the run. Abortion is expected to follow within a few years. Then may come the elimination of mastitis, or garget. "Boarder" cows have been the bane of good dairying for decades and are now producing all our surplus.

However, with an urgent demand for tax reduction it may prove difficult if not impossible to find the funds for such indemnities and bounties. A good price for beef would do the job much quicker and easier.

The fourth point provides that a plan be provided. This is next to impossible without a distasteful. Whoever should be burdened with such a duty would be the target of every conceivable attack, because he would hurt someone's pocket-book. The basic-surplus plan

strives to prevent undue increases in size of herds by compelling producers to sell extra milk as surplus and at surplus prices. And see what happens! Those who want to increase their herds (thereby increasing production) are objecting violently to this time-tried plan—because it is designed to keep production under control.

Perhaps it can be said that the basic-surplus plan has "failed" because it has succeeded. It makes each producer individually responsible for any surplus he may create. Objections are coming almost entirely from those whose pocket-books are touched, those who want to increase production at will and get Class I prices for all of it. We doubt the sincerity of their support of the A. A. A.

## Chicago Strike Fails

The milk strike called in the Chicago area failed after a few days. It was called by a few "left-wing" producers and never won the support of more than a thousand farmers.

The other producers, including about 18,000 members of the Pure Milk Association, formed convoys for trucks headed for receiving stations and saw to it that they were not deprived of their livelihood by a small minority of dissenters. The strikers demanded a higher price and struck even tho the Pure Milk Association had already requested approval from officials of the A. A. A. for such an increase. The Association's was an orderly request and was granted after investigation proved it justified.

## See Page 3

Send the coupon so we will know your preference on method of determining basic.

Lewis W. Morley, executive secretary of the American Jersey Cattle Club, has announced the reduction of the life membership fee of the Club from \$100 to \$50. This reduction, effective now, is the first made in the membership fee for more than half a century.

## A Suggestion

The small boy was much interested in watching a bald-headed man scratch the fringe of hair around the side of his head. The man kept it up so long that the boy finally reached over and said in a loud whisper, "Say, mister, you'll never catch him that way. Why don't you run him out in the open?" —The Log.

## A Flat Farm Price—What Would Happen

A popular demand at the recent Federal hearing on the Philadelphia Milk Marketing Agreement was for a flat price at the farm for all milk. It looks good on the surface but it disregards certain economic laws, therefore it will not work, except by force. Even then the life of such an order would be short and full of hardships.

We believe the flat price advocates meant a flat price for all milk of the same quality, that they are in favor of a differential according to butterfat test and want to retain bonuses for special grades. In other words, they would do away with the basic-surplus plan and they would make distributors pay all transportation costs. I shall treat only the latter fallacy here.

The value of all milk of the same quality is the same after it reaches market. But—since it costs more to haul milk 200 miles than to haul it 50 miles the value of that milk is less when 200 miles from market than if it were only 50 miles away. If a flat price were paid everyone, the farmer living 200 miles away would be awarded a premium. But he couldn't get that premium unless he kept his market.

It would cost the distributors

more to haul this milk so naturally they would buy their milk just as near their market as possible so as to reduce hauling costs. They would use every means possible to eliminate the long-haul milk because it would serve their purpose no better than short-haul milk and it would cost them more. It would mean that the near-by farmer would capture the market.

One other point—most of Philadelphia's milk produced more than 75 miles from market is transported to the west of the city. Those producers would have the advantage of lower freight rates on feed shipped in and then have their milk shipped to market at some other party's expense if they could keep their market, a condition that could not be permitted under established fair trade practices.

Should this flat price demand be granted (its chances are very, very remote) it could cause only a chaotic market condition. It would result in a constant and costly battle between distant and nearby producers. It would make it impossible for any producers' bargaining organization to operate effectively, for its members from different sections would constantly be at odds with each other.

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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Frederick Shangle  
F. P. Willis  
R. I. Tunney  
E. H. Donovan

A. B. Wadlington  
E. Nelson James  
A. R. Marvel

The August farm price index was 72 compared to 76 in July, to 64 in June, and 59 in August 1932. These are based on the average of the years 1910 to 1914, which is set at 100.

## Must Report Cases of Bang's Disease

The bureau of animal industry, Pennsylvania Department of Agriculture, has been advised by the Department of Justice that practicing veterinarians throughout the Commonwealth must report promptly to the bureau all cases of Bang's disease which may come to their attention, including blood tests made by them. Failure to make such reports to the bureau regardless of the results of the blood tests, makes the veterinarian liable to prosecution and fine under the livestock sanitary law.

Bang's disease causes great loss to owners of infected herds and the fullest possible cooperation between all parties is necessary in order to reduce this loss to a minimum. Dr. T. E. Munce, director of the bureau, explains. To successfully control Bang's disease, prompt reporting of blood tests and disease cases to the Bureau, is essential.

Percy Noell, the American press agent for French wine and who started the controversy whether wine is more easily digested than milk, heard about a once noted French doctor, now 93, who had drunk wine all of his life, never got sick, and went out with a photographer. He found the old doctor eating milk toast.

October, 1933

## LATEST MARKET PRICES

The prices quoted below are for September, 1933, and represent those to be paid by buyers of milk at that month.  
The first 83% of established basic quantity will be paid for at Class I or basic price.  
The next 14% of established basic quantity will be paid for at Class II or cream price.  
Milk in excess of the basic quantity and cream amounts will be paid for at Class III or Surplus Price.

### INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

Subject to change whenever warranted by market conditions, and subject to the approval of the Secretary of Agriculture of the United States. All milk will be purchased on basic and surplus plan. The prices are to be paid by all distributors to all producers.  
From the prices quoted, a deduction of 6¢ per cwt. for handling charges at terminal markets, has been made.

From the prices quoted, buyers of milk will deduct and pay over to the various organizations whose amounts are stated below:

1. The members of the Inter-State Milk Producers' Association authorize the "contracting distributors" to deduct two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same as dues to the Inter-State Milk Producers' Association, authorize the "contracting distributors" to deduct an additional two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same to the Dairy Council.

2. From the non-members of the Inter-State Milk Producers' Association, the "contracting distributors" shall deduct a corresponding four (4) cents for each one hundred (100) pounds of milk purchased from said non-members and shall pay same to the Dairy Council, one-half of which sum shall be kept as dues and non-members and shall pay same to the Dairy Council and disbursed by it as approved by the Secretary of Agriculture of the United States. The said Dairy Council and disbursed by it as approved by the Secretary of Agriculture of the United States. The said Dairy Council and disbursed by it as approved by the Secretary of Agriculture of the United States.

3. The members of the Inter-State Milk Producers' Association, the "contracting distributors" shall deduct a corresponding four (4) cents for each one hundred (100) pounds of milk purchased from said non-members and shall pay same to the Dairy Council, one-half of which sum shall be kept as dues and non-members and shall pay same to the Dairy Council and disbursed by it as approved by the Secretary of Agriculture of the United States.

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## \*September, 1933, Inter-State Prices at "A" Milk Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding the butterfat differentials and bacteria bonuses to the base price per 100 lbs. for 3.5% milk at that delivery point, as given below.



## The Dairyman's "Third Row" Basic-Surplus Plan Controls Production

Dairyman were twelve years ahead of the government in learning how to control production. They did it with the basic-surplus plan which they first put into effect in 1921 to prevent unbridled expansion of milk production in fluid milk markets. In 1933 the government encouraged cotton farmers to plow under every "third row" and thereby control production.

The basic-surplus plan is not popular with every milk producer. This may be for any of three reasons. First, not understanding its real purpose and its operations with changes that must be included to meet changing conditions. Second, because if circumstantial evidence is correct, it has sometimes been manipulated. Third, because it inconveniences a certain class of both distributors and producers who do not like to "play the game."

In its simplest form the basic-surplus plan provides that the average monthly production of any producer during the three months of lowest production for the entire market will be his basic for the following year. It is obvious that the dealers will have to get milk from enough farmers during those months to supply their needs. Likewise, it is expected that they will give every one of those farmers a chance to share in the fluid milk market during the rest of the year, each one sharing in it to the same extent as he did when the supply was low.

### Steady Consumption

Records show that the city consumer uses just about the same amount of milk every week of the year. But many dairymen produce half again as much or even twice as much milk in the spring as in late fall. The result—dealers cut off distant producers and take the milk close at hand at their own price. Then when they have to reach out again they can't pay a "scarcity price" because it is "too expensive" to look up new producers at a distance.

This extra production is called surplus—maybe "excess" is a better word—because with every producer getting his share of the milk needed for fluid use that extra milk must be used for other purposes. It does not deserve the same price as the milk going into fluid use. With the adoption of the basic-surplus plan many markets have found that the seasonal variations in milk production has been reduced from 50 percent to 20 percent. Excess was reduced more than half.

This plan has benefitted the producer by assuring him that he will get the best market price for approximately a certain amount of

milk every month of the following year. At the same time it warns him he will get a substantially lower price for any production above that amount. He can plan accordingly and strive to produce his basic as efficiently as possible, every reduction in his cost being clear profit.

The consumer also benefits for she is assured of a steady supply of uniform quality milk at a definite and fair price. Simplicity of inspection work and a steady farm supply makes this possible.

The distributor can reduce his margin for he needs the equipment to handle an amount only reasonably in excess of his fluid needs. This applies to both milk plant and hauling equipment.

### Complications Set In

Unfortunately, the basic-surplus plan can work out as simply as this only when both consumption and basic production increase and decrease at the same time and at exactly the same speed.

Complicating factors are bound to enter the picture.

Milk consumption increased steadily for years so more basic was needed.

The depression came along and cut down consumption so less basic was needed.

As the basic-surplus plan evened up monthly production, more of the year's total milk was produced during the base months and basics were increased.

The depression put milk producers in an excellent position as compared to producers of other farm commodities so total production went up and with it the size of the surplus over basic.

Some producers have increased their herds and are clamoring for a proportionate increase in their basics.

### Adjustments Needed

These are all factors which affect the normal operation of the basic-surplus plan. Adjustments had to be made to take care of them. This has been especially true during the last three years when there has been a wider spread between fluid consumption and basic production than at any time since the plan was started.

One adjustment was to add a class for cream, called Class II, at a somewhat higher price than surplus which was then called Class III. Another adjustment was to pay Class I or basic price for a certain percentage of established basic production, this percentage being determined by the relation of fluid sales to the total of all basic quantities produced.

Outright manipulation of basic by either distributor or producer is a subject which must be handled according to the individual case. Suffice to say these cases are not the rule and when discovered deserve harsh treatment.

It has been found in some markets that certain distributors do not buy on the basic-surplus plan but are very anxious to have others keep on using this plan. The reason is simple. Such dealers buy only as much milk as they need. If the supply goes up they cut off producers. If it goes down they take on more. They carry none of the surplus so they can and do pay just a little more than the average of basic and surplus prices. Sometimes they also undersell distribu-

## Send It In Now—

The coupon on page 3 gives you a chance to say how you would like basics figured for next year.

tors who carry a fair share of the surplus. They make the producer who sells under that plan wonder why he should get a little less than his neighbor. That is, he wonders until his neighbor is cut off entirely.

But in the section where such dealers keep their producers throughout the year the ground is fertile for seeds of discontent. Flat price is talked, basic-surplus is cursed, all because a dealer will not carry his share of the surplus and likewise his producers who are fortunate enough to be kept the year around do not have to carry their share either. Such dealers and producers are making their competitors and neighbors carry the surplus.

### Selfish Objections

Some of the objections to the basic-surplus plan are purely selfish. There is the producer who goes out of dairying when something else looks more attractive and later when dairying again looks best wants to get back into the market on the same basis as his neighbor who has been producing at a fairly uniform rate for years. There is also the producer who persists in selling to a distributor who refuses to carry any surplus. The one who wants to greatly increase the size of his herd naturally objects to selling the extra milk at the lower surplus price. Such an objection is to be expected but rules must be kept to protect the man who is not trying to add to the surplus on a market already overburdened. The great majority of

producers who object to this plan of preventing excessive production have themselves increased production during the last few years.

Special proof of the value of the basic-surplus plan has been found in a few markets where sinister influences had it set aside for a flat price plan. In such cases the hectic conditions returned and producers in most such markets were glad to get back on the basic-surplus plan. The rest are trying to get back on it.

Another proof of the soundness of the basic-surplus plan is to compare a market which uses it, such as Philadelphia, with markets such as New York and Boston which try to control production in other ways. Producers sending milk to either New York or Boston markets have received a consistently lower average price for their milk than have producers sending milk to Philadelphia. These prices for the last three years averaged \$1.55 per hundred pounds in New York, \$1.64 in Boston, and \$2.38 in Philadelphia. While Philadelphia milk producers were getting more for their milk, consumers in Philadelphia were paying one to two cents less per quart. This benefit is due almost entirely to the operation of the basic-surplus plan which smoothed out production from month to month and also discouraged any rapid increase in production.

### Flat Price Myth

If the flat price does have any advantage to any one in a market the surest way to destroy that advantage is to abandon the basic-surplus plan over the entire market. That throws off all control. It leaves everything wide open. Dealers will cut off distant producers when there is a big supply close by, yet use the distant producers as a threat to keep nearby prices down.

This, like the flat price f. o. b. farms (dealer pays all transportation), would merely add more fuel to the fire between distant and nearby producers should orderly and sound marketing be abandoned.

The basic-surplus plan is necessary for a united front among producers. It provides the ammunition needed in bargaining with distributors. It guarantees the consumer a steady supply of high quality milk. We must keep it and are glad to see officials of the agricultural adjustment administration endorse it as the most satisfactory means yet devised to control milk production in fluid milk areas.

Hobo: "Boss, will you give me a dime for a sandwich?"

Gent: "Let's see the sandwich."

Bucknell Belle Hop.

## DAIRY MARKET CONDITIONS

The average price of 92 score butter at New York from August 28 to September 27, was 23.42 cent a pound. This is the period used in computing average butter prices in determining Class II and Class III milk prices.

In the face of the largest August production of butter and cheese on record and an apparent continuation of this high level thru September butter prices held remarkably uniform. Prices advanced one cent during the month and another half-cent on the last day of September, a gain that was not during the week following. New York prices for 92 score started at 23, advanced a fraction on the 11th, another fraction on the 15th and reached 24 on the 18th which was held until the 30th when it touched 24 1/2. Philadelphia prices ruled 1 cent higher.

Storage stocks of both butter and cheese increased during Sep-

tember to totals that were the highest during the 18 years in which records have been kept. Both butter and cheese prices are far below the 5 year average and both are below the pre-war parity. Butter prices are slightly above a year ago and cheese is slightly lower. It is believed that the possibility of the government buying butter for relief work has helped hold a steady price, also that the desire to support the market as a means of restoring price parity was a factor.

Altogether, butter showed about a 2 cent advance over August and cheese a fractional decline. Compared to a year ago butter is 3 cents higher and cheese 1/2 cent lower.

Both the butter and cheese industries are hard at work developing trade marketing agreements although neither have prepared agreements as yet which have met the A.A.A. approval.

## State College Offers Forty-two Home Study Courses

Forty-two free courses in agriculture and home economics are available for those who wish to study at home, Professor T. I. Mairs, director of these correspondence courses for the Pennsylvania State College, announces.

General agricultural courses include plant life, tile drainage, farm bookkeeping, grain crops, clovers and grasses, fertilizers and green manures, silos, and potato growing. Animal industry courses comprise breeds of horses, sheep husbandry, stock feeding, beef production, swine husbandry, principles of breeding, dressing and curing meat, and poultry keeping.

Courses in horticulture are propagation of plants, market gardening, orchard fruits, small fruits, home vegetable gardening, home floriculture, commercial fruit growing, and principles of insect control.

Dairy courses include butter making, technology of milk, study of milk, dairy breeds of cattle,

market milk, and ice cream manufacture.

Home economics embraces courses in canning and preserving, garment making, house furnishing, principles of cookery, and table service.

Miscellaneous courses comprise beekeeping, introduction to chemistry, farm forestry, building materials, farm chemistry, farm management, and principles of marketing.

"It is unnecessary to point out the immense importance to human nutrition of keeping the vitamin-A content of milk high. This is not difficult through a properly controlled system of feeding which provides cows with succulent green feeds or hays cured to retain their green color."—O. E. Reed, Chief, Bureau of Dairying.

Facts usually rout knockers get the facts then use them.

### Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the months of July and August, 1933:

	July	Aug.
Butterfat Tests Made	6967	7339
Plants Investigated	34	28
Memberships Called	42	21
Cells on Members	334	449
Quilts Improvement Calls	237	156
Herb Samples Tested	750	1119
New Members Signed	6	6
Cows Signed	43	46
Trainers Made	19	8
No. Meetings Attended	4	24
Attending Meetings	151	2339
Brain Thymol Tests	823	336
Microscopic Tests	1519	1401

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of August, 1933:

	2699
No. Inspections Made	691
Sanitation Tests	4
Attendants	189
Reels Movies	0
No. Miles Traveled	33,159
Bacteria Tests (54 pl.)	6055
Min Days, Fairs & Exhibits	0
During the month 56 dairies were discontinued from selling for failure to comply with the regulations—36 dairies were re-instated before the month was up.	
To date 267,540 farm inspections have been made.	

## RESOLUTION

Adopted by the Board of Directors of the Inter-State Milk Producers' Association at its meeting on July 14th, 1933

WHEREAS the membership in the Inter-State Milk Producers' Association territory is represented by twenty-seven directors and

WHEREAS each director represents the membership in the local units in his respective territory and to assure the membership in each respective territory a choice in selecting their representative on the Board of Directors of the Inter-State Milk Producers' Association.

THAT the Board of Directors of the Inter-State Milk Producers' Association suggests that the delegated representatives of the territory from which a director shall be elected should assemble themselves and make such nominations as they see fit and present their candidates at the proper time in the annual meeting.

Directors whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association, Inc.:

J. H. BENNETT, Lebanon Co., Pa.	C. F. PRESTON, Chester Co., Pa.
A. R. MARVEL, Talbot Co., Md.	F. SHANGLE, Mercer Co., N. J.
I. V. OTTO, Cumberland Co., Pa.	R. L. TUSSEY, Blair Co., Pa.
C. H. GROSS, York Co., Pa.	F. M. TWINING, Bucks Co., Pa.
F. W. BLEILER, Lehigh Co., Pa.	

Local Units in Directors' respective territories

BENNETT, J. H.	Quarryville, Lancaster Co., Pa.
Campbelltown, Lebanon Co., Pa.	Souther Lancaster, Lancaster Co., Pa.
East Hanover, Lebanon Co., Pa.	SHANGLE, FREDERICK
Fontana, Lebanon Co., Pa.	Chesterfield, Burlington Co., N. J.
Fredericksburg-Jonestown, Lebanon Co., Pa.	Cream Ridge, Monmouth Co., N. J.
Lickdale, Lebanon Co., Pa.	Everettstown, Hunterdon Co., N. J.
Mill Creek, Lebanon Co., Pa.	Harborton, Mercer Co., N. J.
Mt. Zion, Lebanon Co., Pa.	Hopewell, Mercer Co., N. J.
Myerstown, Lebanon Co., Pa.	Kingwood-Baptistown, Hunterdon Co., N. J.
North Annville-Palmira, Lebanon Co., Pa.	Mt. Pleasant, Hunterdon Co., N. J.
Schaefferstown-Iona, Lebanon Co., Pa.	Pennington-Ewing, Mercer Co., N. J.
MARVEL, A. R.	Ringoes, Hunterdon Co., N. J.
Cordova, Talbot Co., Md.	Sergeantville-Stockton, Hunterdon Co., N. J.
Easton-McDaniel, Talbot Co., Md.	Stewartville, Warren Co., N. J.
Preston, Caroline Co., Md.	West Windsor, Mercer Co., N. J.
OTTO, I. V.	Tussey, R. I.
Barnitz, Cumberland Co., Pa.	Cresson, Cambria Co., Pa.
Boiling Springs, Cumberland Co., Pa.	Curryville, Blair Co., Pa.
Brandtsville-Dillsburg, Cumberland Co., Pa.	Holidaysburg, Blair Co., Pa.
Carlisle, Cumberland Co., Pa.	Port Matilda, Blair Co., Pa.
Duncannon, Perry Co., Pa.	Sinking Valley, Blair Co., Pa.
Ickesburg, Perry Co., Pa.	Williamstown, Blair Co., Pa.
Lees Cross Roads, Cumberland Co., Pa.	Twining, F. M.
Lingestown, Dauphin Co., Pa.	Burnsville, Bucks Co., Pa.
Longwood, Cumberland Co., Pa.	Chalfont, Bucks Co., Pa.
Loysville-Blain, Perry Co., Pa.	Doylstown, Bucks Co., Pa.
Lykens Valley, Dauphin Co., Pa.	Hagersville, Bucks Co., Pa.
Mechanicsburg, Cumberland Co., Pa.	Ivyland, Bucks Co., Pa.
Millville, Columbia Co., Pa.	New Hope, Schuylkill Co., Pa.
Newville, Cumberland Co., Pa.	Bucks Co., Pa.
Slipensburg, Cumberland Co., Pa.	Newtown-Bristol, Bucks Co., Pa.
GROSS, C. H.	Pleasant Valley, Bucks Co., Pa.
Airville, York Co., Pa.	Plumstead-Dublin, Bucks Co., Pa.
Barlow, Adams Co., Pa.	Riegelsville, Bucks Co., Pa.
Biglerville, Adams Co., Pa.	Wycombe-Buckingham, Bucks Co., Pa.
Bonneauville, Adams Co., Pa.	Quakertown, Bucks Co., Pa.
Davidsburg, York Co., Pa.	BEILER, F. W.
Gettysburg, Adams Co., Pa.	Barto, Berks Co., Pa.
Emigsville, York Co., Pa.	Hecktown, Northampton Co., Pa.
Hampton, Adams Co., Pa.	Heidelberg, Lehigh Co., Pa.
Hanover-Nashville, York Co., Pa.	Kempton, Berks Co., Pa.
Littlestown-Two Taverns, Adams Co., Pa.	Lineport, Lehigh Co., Pa.
New Oxford, Adams Co., Pa.	Lynnville, Lehigh Co., Pa.
Stewartstown, York Co., Pa.	Rucksville, Lehigh Co., Pa.
York Hellam, York Co., Pa.	Saucon, Northampton Co., Pa.
PRESTON, C. F.	Seipville, Northampton Co., Pa.
Cochranville, Chester Co., Pa.	Shoenersville-Northampton, Lehigh Co., Pa.
Oxford, Chester Co., Pa.	Stem, Lehigh Co., Pa.
	Trexlerstown, Lehigh Co., Pa.



# Home and Community

Elizabeth McG. Graham, Editor

The co-operative movement connects with living links the home to the nation—

"Live and let live!" was the call of the Old—  
The call of the world when the world was cold—  
The call of men when they pulled apart—  
The call of the race with a chill on the heart.  
But "Live and help live!" is the cry of the New—  
The cry of the world with the Dream shining through—  
The cry of the Brother World rising to birth—  
The cry of the Christ for a Comrade-like earth.  
—EDWIN MARKHAM.

## Paying More

We're going to be hearing a good deal for a while of the type of person in the city who says he won't buy this or that, because he thinks that any increase in costs to the consumer is unfair. But its good to know that there are plenty of fair-minded individuals who look at it differently.

"Costs?", commented a commercial photographer, just the other day, sitting in his rather empty city office. "Of course they've got to go up. And you bet its hard on people like myself who haven't a cent more business today than a year ago, and yet have to pay more for the bread and milk and other things we buy."

"But, I'll tell you, I look upon this NRA as a new Bill of Human Rights. We're trying to do the biggest thing yet, and I believe that through it we're going to get some where. For the first time the public is challenging the right of any man or group of men to make money at the expense of the rest of the people. That's why I'm not kicking. I say, in the NRA and the Agricultural Adjustment Act we've got a new Bill of Human Rights."

## "Favorite Recipes From Our Readers"

**Raggedy-Ann Hallowe'en Salad**  
Lettuce leaf.....Skirt  
Potato Salad.....Body  
Sweet Pickles.....Arms  
Hard Boiled Egg.....Head  
Mayonnaise.....Hair  
Pieces of red and green peppers will form eyes, nose and mouth.  
MRS. J. RALPH ZOLLERS,  
Pottstown, Penna.

## "What Will The Country Community Buy With Better Times?"

is the subject for consideration at

## The Women's Own Program

### INTER-STATE ANNUAL MEETING

Tuesday Morning, Nov. 21, 1933

#### Morning Speakers

WILLIAM V. DENNIS, Pennsylvania State College.  
VENIA M. KELLAR, State Home Demonstration Agent, Maryland.

#### A Luncheon Message

LOUISE L. PITMAN, Brasstown Folk School, North Carolina.

## What We Need To Do For Our Community\*

Mary R. Melvin, Milford Crossroads, Delaware

At Milford Cross Roads we have a school house, and for 16 weeks a year we have an Adult Education Class and a P. T. A. meeting which is held once a month. Both the P. T. A. and A. E. C. are well attended. Why are there such large attendances?

In the first place we need a "Recreation Center." A large building in which we may all join and "play."

In the days of our forefathers they had husking bees, quilting parties, real old fashion square dances, and lots of social life. Now all we have to take the place of this is the moving pictures and very few of them are any good.

\*Prize Winning Letter in Recent Contest

Several years ago I attended a recreation school and had a wonderful time. Now if we could only have a building where, when our day's work was done, we could go and ever so often join in some real rural good time, we would all feel more like work the next day. This building could also be used for farmers meetings, corn and poultry shows and Four H Club meetings.

Any kind of things which would bring about good natured competition and cooperation, and our young folks could have real wholesome fun right at home. We could also have a chance to meet our neighbors and our young people could get acquainted.

"Unless the countryside can offer to young men and women some satisfactory food for soul as well as body, it will fail to attract or hold its population, and they will go to the already overcrowded towns."

GEORGE RUSSELL

A Rhode Island clergyman commented recently in a sermon upon a letter which he had received from an old friend a few days previously. In his letter the writer had written mournfully of events around him as bearing on the scriptural verse, "The end of all things cometh," said the clergyman, "He had far better have taken the healthy courageous point of view, of another verse which reads, 'Behold, all things are made new.' It all depends on the way you look at it!"

"What a man does for himself dies with him, but what he does for his community lives long after he is gone."—THEO. ROOSEVELT

## Your Shopping Service

Louise E. Drotleff

1—Those of us who prefer washable gloves to glazed kid will be glad to spend 10c for a wire glove driver which enables gloves to dry in their original shape rather than "any old way."

2—"Handy Jiffy" is the name given to a 10c wire beater which is worked with a quick "up and down" motion to whip cream, beat eggs or mix a chocolate milk shake. I almost forget to say that it was stainless.

3—No one likes to use butter that has taken on the flavor of cucumbers or onions while in the refrigerator. "No Taste" is a round enameled box containing a preparation which will absorb all odors in the refrigerator. It occupies very little space and will last indefinitely. Twenty cents is its price.

Note:—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded by the shops where they may be purchased. Address, Home and Community Department, Milk Producers Review, 219 North Broad Street, Philadelphia, Pa.

## Too Little Food

Hannah McK. Lyons



Once when I made the statement "that children do not like butter", the mother of a lively group of young folks gasped saying,

"Where do you find such children? They do not live in our parts."

So, now I am thinking that when I say, "too little food" there will be just as many mothers who will say "Where and when? Not so with us."

Yet the Pennsylvania Medical Society has told us our children are underweight in large numbers; are malnourished. Those who are working with large groups of children tell us this condition is on the increase, and presents figures to prove the statement. May we study this problem together after the children are all tucked in bed and you are back in your cozy living room?

Too little food! Not because there is not enough food, but perhaps because there is not enough time? The child oversleeps, then hurries through breakfast that he be not late for school; or that he be in time for the school bus. The whistle of his playmate down the road is heard; the signal to "come on, let's go to school together", and away he hurries with two mouthfuls of breakfast eaten.

The result: an insufficient amount of food; poor mastication; and a nerve strain that means the food eaten will not be assimilated. So before the noon hour he is very tired, restless, listless, dull and inattentive. Needless to tell you this soon affects the quality of work done as well as the health of the child.

Even though children need plenty of sleep, better wake them fifteen minutes earlier so that there is time to eat a breakfast slowly and make up that sleep by going to bed earlier in the evening.

Too little food! Often it is not study but play that prevents a child from eating his full meal. There are many instances in which the child is so absorbed in his play that he does not wish to be disturbed and has no desire for food. So, when forced to come to the table he bolts his food and rushes out to play again, having eaten little.

Too hasty eating is a common American fault which is laying the foundation for many woes along digestive lines. If some interesting, happy plan could be made by parents where every one remains at the table a given length of

time (even though children are not required to stay as long as adults) the child will often eat more, and eat more slowly.

It is difficult for some of us to feel that food habits play so important a part in our children's progress at school. The Doubting Thomas in the form of a Parent-Teacher Association has tried an experiment to learn whether any different results were obtained by right feeding. Three thousand mothers co-operated with the result that the usual number of failures was reduced by an enormous number. The rules that brought about this remarkable result were very simple but scientific. The whole diet was planned and was composed of green vegetables, milk, fruit, a little meat, hard bread, with a hot cooked cereal for breakfast and often supper.

There is no greater incentive to spur children to greater and right effort than school approval. Happy may that community be, who knowing the foods that supply body needs has the school approval to give an added incentive for their use; thus may good food habits in eating be easily formed, never to be broken.

## Topics For Meetings\*

Elizabeth B. Herring

One woman said of an organization to which she belonged, "We just do a dab of this, and a dab of that, and we don't seem to get anywhere." Where this happens it is usually because those who are planning the meetings think of them as being only for entertainment. The real basis of a successful program is the finding of something which the members wish to accomplish, and the going at it. Bringing up children well.

Learning to dress well. Improving the schools. Understanding family relationships. Knowing how to make something beautiful.

Understanding music. Helping to build a peaceful world and abolish war.

Knowing how to vote wisely. Understanding the problems connected with the ways in which the community earns its living. Improving relationships between races.

Beautifying homes. Thinking out religious questions. Having companionship. Thinking out questions of conduct where standards have changed. Having a good time.

\*From "A Program Book for Women's Groups."

## Gardening In a Gold-Fish Bowl!

Mrs. C. A. Norbury, Stockton, New Jersey

Dear Ruth:

This is a busy season for the country housewife as my rows of canned tomatoes, apple sauce and the like testify. I am somewhat sated with sight of material foods, so having seen the children safely off to school, set my house in order and started preparations for dinner for the man of the house, I am about to take time out to seek food for the spirit.

I noticed several days ago the katydids were nearly big enough to sing so it is high time to start my terrarium. I remembered how you admired the one I had last year and your saying how you should like to make one. It is surprisingly easy to do. Mine grew all winter and provided us with a lovely touch of summer through the cold bleak months. It is marvelous how the many little plants, practically all common ones, artistically arranged in a glass container, will thrive and develop into a beautiful miniature summer landscape.

Last Sunday I cleaned out my large fish globe, whose former inhabitants now occupy a larger aquarium. For the cover I had a piece of glass cut about a quarter of an inch larger than the globes opening. On the inside of this glass top I stuck some of the childrens modeling wax in three places to keep the glass from slipping off the bowl.

To provide proper drainage, in the bottom of the globe I have put a liberal layer of pieces of broken flower pots (stones would do, but

the flower pot has color and is lighter). Over this I scattered a good handful or more of charcoal broken up fairly small, the remains of a brush-fire. This charcoal will keep the whole soil sweet. Next, I mixed, in nearly equal parts, sand, rich loam and top soil, which mixture seems to make a light, loose soil, easy for root growth. The amount used depends upon the size



A Garden Which Needs to Be Watered Only Twice a Year!

of the terrarium. In mine I put about three or four inches.

If you have no globe nor anything similar on hand to use for the terrarium, four pieces of glass may be taped together, painted over the taping and set on a rectangular metal tray or wood, well painted so it will not warp. In that case you can make the glass container the size to fit the place where you wish to keep it. It should be placed in a north or a west light as too much sun is not so good for the growing things within. I am now about to start out to find the plants.

Affectionately,  
Gladys.

## AS BIRDS GO SOUTH



travel across our western plains two thousand miles down to the Argentine, where parents and young are again united!

The wings of birds are peculiarly adapted to their life in the air, being made of a light material, constructed like an open cylinder. Tiny air passages connected with the lungs pass into many of these. Tiny bones are delicately webbed with each other.

This delicate construction combines lightness with strength and gives the speed possible to the swifts for example, some of whom attain a rate of flight of more than two hundred miles an hour. Migrating cranes have been sighted at an altitude of fifteen thousand feet.

Fall takes the birds, spring returns them. But the mystery of migration, the impulse that sends them and returns them, remains unsolved.

WHAT is this mysterious instinct in birds which, with the coming of each autumn sets their small wings in motion to carry them often thousands of miles southward? No one can answer!

This instinct carries the American golden plover south by the Atlantic route, while their young



THE OCTOBER meeting of the board of directors of the Inter-State Milk Producers' Association was called to order at 12:45 P. M. on October 6th, by President H. D. Allebach with all directors present except Book, Brinton, James, Mendenhall and Preston.

Mr. Zollers announced that proxies for annual meeting were ready for distribution. A general discussion of the use of proxies followed with Mr. Taylor, counsel for the Inter-State, answering legal questions.

#### Proxy Report

Mr. Taylor urged each member to fill in two names so if one were not present the other could vote his proxy but stated that should the two named on the proxy disagree that proxy would not be counted because the votes would cancel. Proxies must bear three different names, that is, the member's name who signs it, the witness' name, and the proxy's name (or names). Mr. Taylor also emphasized that the witness must witness the member's signature but if agreeable to the member the name of the proxy and alternate could be filled in later.

Mr. Zollers and Mr. Taylor both urged that these proxies be sent to the office at as early a date as possible to facilitate checking and verifying. Stock can not be voted which is transferred after October 31.

It was recommended that the President appoint in advance three persons to act as election judges and that one of these be a member who is opposed to the present administration.

#### Field Work Crowded

A report of the Field and Test Department was given by Mr. F. M. Twining, who stated that the work on Grade "A" milk has been taking a very large part of the fieldmen's time, but all testing has been kept well up to date.

Mr. Twining called attention to two cases, one in Pennsylvania and one in Delaware in which the check tests varied consistently slightly higher than the regular tests of the plant. These were both straightened out one of them after considerable difficulty. One case amounted to about \$15 a month and the other to \$96 a month for the members.

A reduction was obtained of 346,199 pounds of returned milk as compared to May, June, July, August and September a year ago. This was about 3462 cans.

Considerable discussion followed a report about the need under certain conditions for stirring the milk before dumping in the weigh tank. It was urged that in the

## Directors Hold Regular Meeting On October 6-7

### Discuss Trade Problems, Market Conditions

instance where there has been the most trouble every effort be made thru health departments and otherwise to get a satisfactory settlement at once.

Mr. Taylor reported that information has come to him from different sources outside Philadelphia that the newspaper reports about the recent hearing have caused a lot of misunderstanding about the Inter-State. It was his impression that many read only the headlines or a paragraph or two and thus got a badly biased impression in most cases. He urged a series of letters, two to four, to members setting forth the facts of the Philadelphia situation and the true picture of the work of the Inter-State.

#### New Brief Filed

Mr. Taylor spoke on the brief filed in Washington and the attitude toward the store differential, a point which appears to him as necessary and of the advantage of having chain stores buy thru the Inter-State. Mr. Willits raised the question as to whether there would be assurance of the chain stores continuing to buy thru the Inter-State after the A. A. A. should be set aside.

A brief was filed at the recent state hearing by Mr. Taylor on which he reported, adding that we asked for the full power of the state back of us in obtaining certain remedial features.

General discussion was held about the proper size of the milk shed and potential producing capacity of different parts of it.

Mr. Marvel moved, Mr. Tussey seconded, that the basic adjustment committee meet and develop plans for conducting work. At Mr. Otto's suggestion it was included that the committee meet during the director's meeting. Motion passed. (See page 11.)

After a short recess Mr. Cohee reported on Dairy Council activities and the work of adjusting relative amounts of Class I and surplus among dealers. The question of irresponsible dealers was discussed as to its effect of changing dealers to which producers may ship.

#### Secondary Markets

Mr. Welty opened the October 7 session with a report on secondary markets and how best to handle them in fairness both to producers supplying the local and the Philadelphia markets. As no satisfactory decision was reached work was continued.

Mr. Sarig reported that many Inter-State members in Lehigh Valley had been urged to turn in their certificates but that in many cases they are holding them. This agitation is coming from outside. He also urged prompt action toward one distributor who is not complying with the agreement as that man's action was making restive others who are now complying.

A need was mentioned by Mr. Marvel for informing Inter-State members of the exact nature of the Dairy Council and the differences in its work as compared to the Inter-State. It was brought out that many farmers believe the Dairy Council shuts them off for not meeting sanitary requirements but this is always done by the dealer after being informed of conditions by the Dairy Council, also that the dealers oftentimes word their letters so as to shift responsibility. The Dairy Council and the Inter-State are confused in the minds of many members as well as non-members.

Mr. Allebach introduced Mr. Philip Price, of West Chester, who was elected Director to fill the unexpired term of Mr. Brinton. Mr. Price had been nominated at a local meeting in Chester County.

#### Annual Meeting Plans

Mr. Shangle announced some details of the Annual Meeting, stating that T. B. Symons of the University of Maryland would be the banquet speaker and that Professor F. P. Weaver of State College had tentatively accepted a place on the afternoon program. Among the speakers for the Women's meeting will be Mr. William V. Dennis, of Pennsylvania State College, and Miss Venia M. Kellar, State Home Demonstration Agent, Maryland.

Tours to milk plants will be arranged for Wednesday morning as in past years.

A brief summary of contacts with the New Jersey Milk Control Board was given by Mr. Shangle from which it is expected complete accord will soon be obtained.

It was moved, seconded and passed that a public stenographer again be employed to report the Annual Meeting.

A report of conditions he found in Central Pennsylvania was made by Mr. Gross who stated that shippers to Philadelphia are the favored dairymen in that section, getting better prices, more satisfactory basics, and surer pay compared to other markets.

Mr. Cook moved, seconded by Mr. Donovan, and passed, that the information Mr. Taylor had in mind for letters be published in the Review and copies sent to all Directors and fieldmen. Mr. Jamieson called attention to weekly news releases that are now being sent to 200 papers in Inter-State territory. These will hereafter go to Directors and Fieldmen also.

The directors agreed on the advisability of directors going into different territories to attend meetings of locals. Mr. Zollers called attention to fact that we have record of only one officer or no officer at all in several locals. Mr. Marvel suggested that fieldmen in those territories give such localities their attention.

#### Increase Class I

Mr. Allebach reported on market conditions and that Class I payments for October would be on 65 percent of established basic, an increase of 2 percent over September, and that Class II price will apply to 13 percent of established basic, a total of 98 percent for the two classes.

After reports by fieldmen about difficulties met in getting reports from small firms in secondary markets, Mr. Cook moved, seconded by Mr. Book, that the reporting committee get a ruling that dealers in these smaller markets who make unreported pay on Philadelphia figures and non-reporting dealers pay 100 percent Class I prices until such time as reasonably complete figures can be obtained for those markets.

Changes in the milk marketing agreement urged in the brief filed at Washington on October 4 were read by Mr. Allebach and discussed.

#### Adjusting Basics

The basic adjustment committee thru Mr. Otto, reported a plan whereby 1934 basics be figured on the average monthly production for 1933. After a thorough discussion the report failed of adoption. It was then moved by Mr. Keith that the members be polled by postcard to determine Inter-State sentiment on this point. Seconded by Mr. Andrews, amendment offered by Mr. Welty and seconded by Mr. Keith that the poll be made thru the "Review". Amendment and motion both passed. (See page 3.)

Following a motion duly passed Mr. Allebach appointed a committee of Messrs. Shangle, Marvel, Cohee and Zollers, ex-officio, to which Mr. Twining added Messrs. Kinsey and Cowan, to prepare a report of accomplishments and work of the Inter-State for use of all directors and fieldmen.

Meeting adjourned.

#### Wisconsin Prices

The average milk price received by Wisconsin dairymen during August was \$1.04 per hundred pounds, according to a preliminary report by the crop reporting service. The price of milk used for butter averaged \$.98, \$.96 for cream, \$.15 for condensaries, and \$.31 for market milk while butter averaged \$.23 a pound. This average price was \$.20 a hundred pounds higher than in August 1932.

These prices should interest members of the Inter-State because Wisconsin produces one-tenth of all milk produced in this country and therefore is an important factor in the nation's dairy situation. Furthermore, Wisconsin is making a determined effort not only to hold its own but to expand her Pennsylvania cream market.

#### Directors Hold Special Meeting

A special meeting of the Board of Directors of the Inter-State Milk Producers' Association was held on September 12, during the Federal Reserve 14th and 15th following the completion of the hearing.

Mr. Allebach reported on the physical condition of Mr. Willits, first president of the Inter-State and now a director. A telegram to Mr. Willits was authorized, expressing the Board's sincere wish for his speedy recovery.

Francis R. Taylor, counsel for the Inter-State, discussed the work the organization should do in reference to the Marketing Agreement and in keeping producers posted as to general market conditions and work of the organization. Mr. Welty reported on the work of his committee with reference to the Lehigh Valley organization. It was voted to continue the work of this committee.

The Board voted to hold an October meeting. General discussion was held on the subject of whether territory to be represented by directors should be divided into definite districts and whether this would serve the interests of the members to their greater satisfaction.

A vote of appreciation was extended to Mr. Taylor and Mr. Dent for their able and scholarly presentation of the Inter-State's case before the representatives of the Department of Agriculture at the recent hearing on the Philadelphia Milk Marketing Agreement.

It was moved by Mr. Cook and seconded by Mr. Otto that the representatives and officers of the Inter-State who appeared at the hearing be complimented for the able manner in which they de-

fended and justified the position of the Inter-State.

Letters from Louis P. Satterthwaite and Howard Cliffe were read to the directors and upon motion it was voted to thank these individuals for their sincere interest in the association.

A report from Mr. Cox and Mr. Willits of the Milk Reporting Division was heard and on the basis of this report the board went on record in favor of certain changes in Class I and Class II percentages for September. These changes were inserted in the September "Review" just before going to press.

#### October Milk Prices

##### 3.5% Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during October, 1933, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia during October, 1933, and until further advised, will be \$2.60 per hundred pounds or 5.6 cents per quart. This price is effective for any amount up to 85 percent of your established basic quantity.

Production over 85 percent and up to 98 percent of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat will be \$2.15 per hundred pounds, with the usual differentials and variations at other mileage points.

##### PRICE OF MILK FOR CREAM

The cream price for October is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F. O. B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

##### SURPLUS MILK

Surplus milk shipped during October, 1933, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

#### Open Dairy Courses at Two Colleges

Dairy Manufactures will be taught in a 12-weeks short course to be offered at the College of Agriculture, Rutgers University, beginning Monday, November 6. Prof. F. G. Helyar, director of short courses, described the course as one "particularly planned for students desiring practical training in the handling of market milk and the manufacture of dairy products, especially ice cream."

Professor Helyar also announced that the twelve weeks short course

in dairy farming offered each year by the New Jersey College of Agriculture at Rutgers University will open on Monday, November 6th. Further information on either of these courses may be obtained by writing to Professor Helyar at the College of Agriculture, New Brunswick, N. J.

The Pennsylvania State College, Department of Dairy Husbandry, announces the usual winter short courses in dairy manufacturing as follows:

1. Two Weeks Course - Testing Dairy Products and the Manufacture of Butter and Cheese January 8-20, 1934.
2. Two Weeks Course - Ice Cream Making January 22 to February 3, 1934.
3. Two Weeks Course - Market Milk and Milk Control February 5-17, 1934.

These courses are intensive in nature, the student being in class or laboratory about eight hours a day. They are open to anyone who desires to take them. Any one, two or all of the courses may be scheduled as the student desires.

Further information concerning these courses may be obtained by writing to F. J. Doan, Dairy Department, the Pennsylvania State College, State College, Pa., and requesting the Dairy Manufacturing Short Course Bulletin.

## Clip and Mail

Without delay the coupon found on page 3

#### Stealing Farm Property Carries Heavy Penalty

Stealing farm property is a serious offense in Pennsylvania, carrying a maximum fine of \$500 and a jail sentence of three years, says the Pennsylvania Department of Agriculture.

"The laws are clear and specific in dealing with this type of lawlessness and all farmers should report cases of marauding to the proper local or State police officials immediately," Department officials advise.

The 1925 General Assembly passed the Farm Stealing Act which provides:

"That if any person not being the present owner thereof shall wilfully and unlawfully steal, take, or carry away or be engaged in stealing, taking, or carrying away any kind of property whatsoever growing or being on the land of another, every such person so offending shall upon conviction thereof be guilty of larceny and be sentenced to pay a fine not exceeding five hundred dollars (\$500) and to undergo imprisonment by separate or solitary confinement at labor not exceeding three years."

## Basic Adjustments

The basic-surplus adjustment committee which was announced in the September issue of the "Review" is ready to start work. It asks that those members of the Inter-State Milk Producers' Association who feel that they have a just reason to have their basics adjusted write to that committee, making that request.

In this letter the producer is requested to state fully all facts which he feels will help prove the justice of his claim. The committee will hold its next meeting on October 20 to consider requests for adjustments.

Write to Basic Adjustment Committee, Inter-State Milk Producers' Association, 219 N. Broad Street, Philadelphia, Pa.

#### Check Test Brings Members More Money

Sixty eight producers sending milk to one receiving station have reason to be glad that they belong to the Inter-State. Their checks for July milk were larger by \$415.72 than if they had not been members.

The regular tester at this plant was sick so the plant manager engaged a substitute. When the Inter-State fieldman made his regular check-up he found errors in the testing that ranged from a half-point to seven points. These mistakes were made on the tests of 68 of the 123 Inter-State members selling milk at that plant. There are 171 shippers, the remaining 48 not receiving this service as they contribute nothing toward its cost.

The manager of this plant was not aware of the mistakes until the Inter-State fieldman showed him the results of the tests. He promptly corrected his records and issued checks on the basis of the correct tests, 68 of them being larger by amounts ranging from \$.47 to \$18.60 and averaging \$6.12.

F. M. Twining, in charge of the Field and Test Department of the Inter-State, declares that most of those 68 producers do not know even yet that their July checks contained this money which would have been lost but for the check-test. It might have worked an unjust hardship to have broadcast this incident since it was clearly an unintentional mistake as shown by the manager's implicit confidence in the fieldman's work. This was an unusual occurrence in itself, said Mr. Twining, but is typical of the wide variety of services performed by Inter-State fieldmen which mean actual cash to members of the Association.



.....OFFICIAL NOTICE.....

## SEVENTEENTH ANNUAL MEETING OF THE STOCKHOLDERS

—OF THE—

# Inter-State Milk Producers' Association

## Tuesday and Wednesday, Nov. 21 and 22, 1933

At the Broadwood Hotel  
Broad and Wood Streets, Philadelphia, Pa.

**BUSINESS SESSION, TUESDAY, NOV. 21st, at 10.00 A. M.**

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association, Inc., will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Penna., Tuesday morning, November 21st, 1933, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
I. RALPH ZOLLERS, Secretary

## .....PROGRAM.....

10:00 A. M.—Election of Directors.  
Reports of Officers and Auditor.  
Report of Field and Test Department.

2:00 P. M.—President's Annual Address.  
Discussion of Market Conditions.  
Annual Report of the Dairy Council.  
Address by F. P. Weaver, Professor of  
Economics at Pennsylvania State College.

## WOMEN'S OWN PROGRAM AND LUNCHEON

Tuesday, November 21st  
(FOR DETAILS SEE PAGE 8)

## ANNUAL BANQUET

BROADWOOD HOTEL

NOVEMBER 21st, 1933, AT 6:00 P. M.

17th Anniversary Program

Special Entertainment

T. B. SYMONS, Banquet Speaker

BANQUET TICKETS, \$1.50

## WEDNESDAY, NOV. 22nd, 1933

8:00 A. M.—Visits to Local Milk and Ice Cream Plants.  
Visits to Offices of the Inter-State Milk  
Producers' Association and Philadelphia  
Inter-State Dairy Council.

10:30 A. M.—General Public Session.  
Features for this session will be announced in detail in the November issue of the "Review."

### PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION INCORPORATED 1917 IN THE STATE OF DELAWARE

#### PROXY STOCKHOLDERS' MEETING

## Know All Men by These Presents

That I, the undersigned, being the owner of ..... shares of the capital stock of the corporation above named, do hereby constitute

and appoint..... my true and lawful attorney  
(Write in Name of Delegate and Alternate)  
in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Tuesday, the Twenty-first day of November, 1933, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead

IN WITNESS WHEREOF, I have hereunto set my hand and seal this..... day of..... 1933

Witnessed..... [SEAL]

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

## Milk Market Conditions and Prices in Other Leading Territories

## Detroit, Michigan

August price for 3.5 percent test milk delivered at Detroit was set at \$1.85 per hundred pounds less pool fee, for the entire base. Surplus milk price was set at 72 cents at receiving stations. Butterfat differential was 3 cents a point. Retail price was advanced from 9 to 10 cents a quart on August 18th.

## Pittsburgh, Pennsylvania

Net August prices, f. o. b. Pittsburgh, for 3.5 percent milk was \$1.60 per cwt. Country plant price was \$1.27. Secondary markets on the pool plan ranged from \$1.25 to \$1.65.

## Peoria, Illinois

F. O. B. Peoria prices for August were \$1.60 a hundred for base milk and \$0.88 a hundred for excess milk. These prices are for 3.5 percent milk with 2½ cents differential for each one-tenth percent above or below that test.

## Hartford, Connecticut

Prices for 4 percent milk F.O.B. market are given in the "C. M. P. A. Bulletin", as follows:

Class I, fluid sales, 7¼ cents a quart (\$3.60 a cwt.).

Class II, fluid cream, 15 cents a pound above average Boston butter market.

Class III, manufactured products except butter, 8 cents above average Boston butter market.

Class IV, manufactured into butter, average Boston butter market.

Prices in Classes II, III, and IV are for butterfat in milk, the milk to go with fat and the butter price is the monthly average of 92 score butter.

## Minneapolis and St. Paul

The "Twin-City Milk Producers' Bulletin" reports a price of \$1.23 per hundred for 3.5 percent milk in August. Under the Twin City marketing agreement which became effective on September 2, this price was raised to \$1.42. At the same time the cream price was increased from 22 percent to 25 percent over extras.

## New York City

"August net pool prices to members of the Dairymen's League Cooperative Association, Inc., for grade "B" milk testing 3.5 percent of fat at plants in the 201-210 mile zone are \$1.56 to \$1.68 per 100 pounds." This is reported as the highest net pool price since November, 1931, and is 45.8 percent higher than August 1932.

## Louisville, Kentucky

As reported in the "Falls City Cooperative Dairyman," prices paid on the Louisville Market for 4 percent milk are \$1.88 per hundred

pounds for 65 percent of base and \$1.05 for excess milk over 65 percent of base. These prices are for grade B milk and a 2½ cent differential is made for every point variation in test.

## Milwaukee, Wisconsin

September prices are reported the same as for August, i. e., \$2.00 a hundred for milk for fluid sales, \$1.00 a hundred for excess milk, and \$1.77 a hundred for milk for relief purposes.

## Chicago, Illinois

August prices to producers reported in "Pure Milk" are: Class I, \$1.75, less check-off, for 90 percent of basic milk. Class II, \$0.86, less check-off for remainder of basic milk. Class III, or balance of milk was priced at \$0.75, less check-off of 3 cents. These prices apply to milk testing 3.5 percent butterfat.

## Boston, Massachusetts

Milk for fluid sales brought \$1.97 per hundred during August in the 181,200 mile zone from Boston. Surplus milk brought \$1.21 per hundred. These prices are based on milk testing 3.7 percent butterfat. Fluid prices are the same and surplus prices were 33 cents higher than in August 1932. Retail delivered price was advanced on August 10th to 12 cents a quart.

## SEND IT IN NOW

The coupon on page 3 gives you a chance to say how you would like basics figured for next year.

## Baltimore Agreement

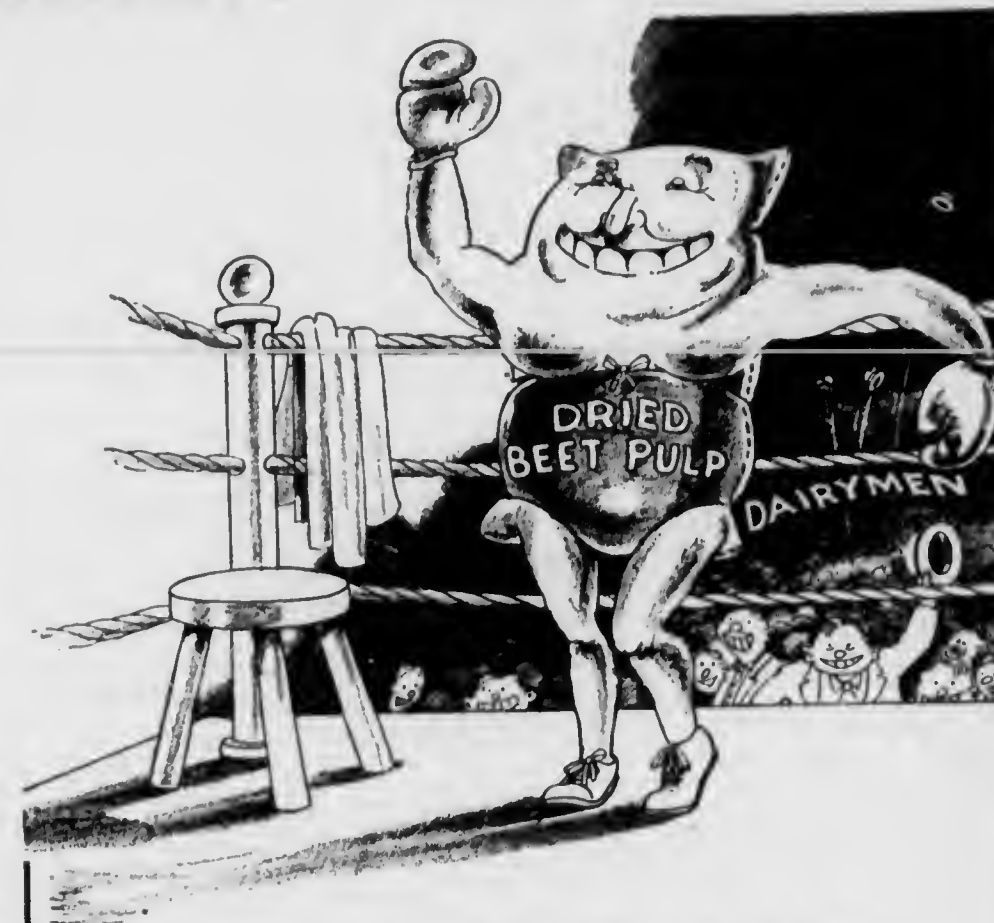
A milk marketing agreement for Baltimore was signed by Secretary Wallace on September 26th and became effective on September 29th for a trial period of 30 days.

This agreement sets the maximum prices that can be charged consumers and the minimum prices to be paid producers. Prices to producers are all F. O. B. Baltimore and are \$2.61 per hundred pounds of 4 per cent milk for Class I or whole milk either bulk or bottled, \$1.97 for Class II or all other fluid sales including cream, and butterfat price for all Class III milk. A differential of 4.6 cents a point above or below 4 per cent test is provided.

Maximum retail price is set at 11 cents a quart delivered to homes and a wholesale price of 10 cents to stores. Special milk is two cents a quart higher.

## Georgia Milk Agreement

The Georgia milk marketing agreement is ready for Secretary Wallace's signature according to a report from the A. A. A. office at



## DRIED BEET PULP Champion of the World!

**NO FEED** in all the world can stand up against Dried Beet Pulp—champion of feedstuffs. It is the only vegetable feed available in commercial form. It is succulent, bulky, palatable and mildly laxative—"June Pasture the year round." Dairy cows, beef cattle and sheep all relish its root-like flavor. It safeguards health, boosts milk production, promotes rapid growth and banishes "off-feed" days. **And it is one of the cheapest feeds now on the market.** There is plenty of it. Every feed dealer either has it in stock or can get it for you quickly.

Dried Beet Pulp fits into any ration and improves it. And it does not increase the cost of your ration. You merely substitute it for corn, oats, wheat, barley, buckwheat, hominy and (when the balance of the ration contains other protein feeds) bran and middlings. **And feed it right out of the sack. Dried Beet Pulp does not need to be soaked before using.** If you have no silage use it as you would silage, one pound of Dried Beet Pulp instead of five pounds of silage.

In many localities dairymen are able to secure a supply of wet brewers grains from local breweries. Dried Beet Pulp combines wonderfully well with wet grains.

*Dried Beet Pulp makes very good litter for poultry*



**THE LARROWE MILLING COMPANY**  
Detroit, Michigan

## Slow Trains

An American in England was giving some illustrations of the size of his country.

"You can entrain in the state of Texas at dawn," he said impressively, "and twenty-four hours later you'll still be in Texas."

"Yes," said one of his English listeners, "we've got trains like that here, too."

Annapolis Log.

"I can think of nothing more unpopular than a strike, a strike of anything."—Will Rogers.

Washington. The agreement provides for a thirty-day trial and covers Atlanta, Macon, Columbus, and Augusta, Georgia, and Aiken, S. C.

It provides for \$2.50 per hundred pounds for 4 per cent Class I milk, and \$1.50 for Class II milk, except in Augusta and Aiken where the prices are \$2.62 and \$1.86 respectively. Class III milk price will be the price of 92 score butter at Chicago times the butterfat test of the milk, plus 20 cents a hundred pounds. All prices are F. O. B. market.



### Agricultural Workers

Labor employed in certain types of packing and processing agricultural products are exempt from the President's Blanket Code and specific industry codes under Release 401 of the NRA which defines "agricultural workers" exempted as follows:

"Agricultural workers" are all those employed by farmers on the farm when they are engaged in growing and preparing for sale the products of the soil and/or live stock; also, all labor used in growing and preparing perishable agricultural commodities for market in original perishable fresh form. When workers are employed in processing farm products or preparing them for market, beyond the stage customarily performed within the area of production, such workers are not to be deemed agricultural workers.

### Cow Test Associations Establish New Record

A study of the latest records of 4,109 cows that recently completed a full year in the New Jersey herd improvement associations reveals a new annual high record for butterfat production of 323 pounds per cow. The average amount of milk was 8,671 pounds, testing 3.7 per cent butterfat.

"This splendid production", says E. J. Perry, extension service dairyman at the State College of Agriculture, Rutgers University, has brought about primarily by

closer culling of poor cows during the depression, by more careful feeding, and by the use of proved sires.

"This new record of production per cow should be the minimum goal for all dairymen of the State because, with the recent increase in milk prices, it will insure some profit in the dairy business. Census figures indicate that the average yearly production for all cows in the State is about 6,200 pounds of milk and 240 pounds of fat.

"These latest association records ranged all the way from 2,100 pounds to 23,000 pounds of milk per cow. The cows that yielded 10,000 pounds of milk had only a 26 per cent higher feed cost than those that produced 5,000 pounds. In the feed costs are included hay, pasture and other roughage, and grain. Roughage costs are nearly always the same for both the high and low producer."

Salient facts revealed by these latest records are:

- (1) It paid to feed grain rather liberally to good cows.
- (2) Fall and winter freshening cows were a little more profitable than those freshening in spring and summer.
- (3) The purebreds excelled the frade cows in production and profit.
- (4) The seven - year - old cows were the heaviest producers.
- (5) The large cows made milk more economically than the small cows.

Last year more than 8,000 cows were tested, but many of them were eliminated before the end of the test period. Counties cooperating in herd improvement association work are Sussex, Warren, Morris, Somerset, Hunterdon, Mercer, Middlesex, Monmouth, Burlington, Gloucester, Salem, Cumberland and Cape May.

Coming together is a beginning, keeping together is progress, working together is success.

### Drainage Proves Worth In Wet and Dry Season

While many county corn fields are now suffering from lack of rain, some show the effects of too much moisture last spring.

Spotty places indicate where the land was too wet to plant with the rest of the field or if it was "muddied" through on time the crop has done very poorly. In fact, some areas could not be planted to corn in the regular rotation. Thus the farmers well-laid plans were destroyed for the lack of a little drainage improvement.

In most instances a few lines of drain tile laid according to Extension Circular 112, "Land Drainage in Pennsylvania", would have corrected the difficulty. Sometimes the farmer has tried tile drains without making a study of the origin of the surplus water. It is not sufficient on hillsides to place the drain in the wet place; it must be above if it is to serve as an interceptor. Springy or spouty places requiring such treatment are frequently found at the base of a slope or a change of grade on a hillside or at an outcrop of sandstone or coal. Laying the tile may prove unsuccessful unless the source of the extra water is found.

These suggestions are the result of 13 years of work of the agricultural extension service in Pennsylvania. Use of 4-inch tile as a minimum for laterals, mains of a proper size according to the table in the circular, and connections made through Y-branches should form an enduring system if the outlets are kept open.

### An Effective Plan

F. S. Bucher, county agent, Lancaster County, Pa. has adopted a campaign through which he has been able to convey to the dairymen and farmers of that county, information that is of particular interest.

In the June 24th, 1933 presentation he called particular attention to Herd Improvement Association members. He outlined particularly the necessity, at that time, for a determined effort to eliminate the growth of thistles. Before they went to seed.

Reference was also made to the reduction of registration fees by the Holstein-Friesian Association and to the modified regulations with respect to the testing of pure bred cattle by the Bureau of Animal Industry of the State of Pennsylvania. At the time of the application of the test, the owner of pure bred must either have the registry papers or must have made application for their registration or their transfer previous to the test. Otherwise, pure bred reactors will be re-

garded as grades and will be paid for on the grade basis.

Other timely features of interest to cow testing association members are also included.

This method of informing the cow testing association each month is to be commended—as it keeps the membership directly in touch with some of the important factors in which they are interested and comes to them monthly, while the particulars topic are fresh in mind.

### See Page 3

Send the coupon in so we will know your preference on method of determining basics.

### Maryland Team Wins Judging Contest

The dairy cattle judging team, representing the University of Maryland was awarded first place in the judging contests held in connection with the Eastern States Exposition, at Springfield, Mass., September 18. Second place was won by the team from New Jersey and third honors went to the New York team. Teams from ten states participated in the contest.

Members of the winning Maryland team were Albert Nicholson, Chestertown; Charles Clark, Forest Hill; who ranked first and second and William Chilcoat, Sparks, who ranked fifth among the thirty contestants. In addition to winning the contest as a whole the Maryland boys stood first in judging Jerseys, Guernseys and Ayrshires and second in Holsteins.

### How Marketing Plan Works In Michigan

Steadily increasing consumption of fluid milk and cream despite an advance of 1 cent per quart under the terms of the milk marketing agreement for Detroit is reported by representatives of the Michigan Milk Producers' Association. Consumers have registered no complaint against the increase, it is declared, and they are satisfied to pay 10 cents per quart as employment increases when the producers are getting an advance from \$1.50 to \$1.85 per hundred, coupled with a strengthening of the producers' pool on manufactured surplus.

Producers and distributors serving several large consuming centers in eastern Michigan are seriously considering a petition to have the Detroit agreement amended to include them in its provisions. A statement made to Dr. Clyde L. King of the Dairy Section today by Clarence E. Gittens, representing the Michigan Milk Producers' Association, describes the situation

### Weather's Pattern Same From One Month to Next

Abnormal weather tends to create more abnormal weather, says the Weather Bureau, United States Department of Agriculture, which recently analyzed a set of long-time records for Iowa and adjacent States. For example, the meteorologists point out, an unusually hot June is more likely than not to be followed by an unusually hot July, and a colder than ordinary January by a February with an average temperature below normal. This weather sequence is most apparent in midsummer and midwinter, they say, and the greater the abnormality the more certain it is to repeat itself.

In many States June gives the key to the weather for the rest of the summer. Thus the record for Illinois show that in 7 out of 10 cases when June temperatures average 3° or more above normal July temperatures were also above normal, and in 8 out of 11 cases when June temperatures averaged

3° or more below normal, average temperatures for July were below normal.

Nearly every hotter-than-normal June in Illinois has been followed by a dryer-than-normal July and each cooler-than-normal June by a July having more than normal rainfall. Over much of the Mississippi Valley July precipitation is always below normal if June temperatures have been 3° to 4° above normal.

In Iowa higher-than-normal temperatures for June are a good indication of higher-than-normal temperatures for the next 3 months. In many States July weather has a well-defined tendency to perpetuate itself through August.

The January-February relationship, another important weather sequence, was also brought out in the recent study. In many parts of the country a cold January is more likely than not to be followed by a cold February and in several States a warm January is quite generally followed by a warm February.

### Use Care In Choosing

#### Green Manure Crops

The value of green manure crops seeded in late summer or early fall, and plowed under the following spring, is generally accepted. Such crops reduce soil erosion by wind and water during the winter season, and largely prevent loss by leaching of soluble plant nutrients from the soil. When turned under, the green manure may be an important source of plant food for the crop which follows. Great differences exist, however, in the value of various crop plants used for manuring, according to Dr. H. B. Sprague, agronomist at the New Jersey Agricultural Experiment Station, Rutgers University. The true measure of the improvement obtained from a green manure planting, he says, lies in the increased yield of the succeeding crop, rather than in the amount of growth plowed under in spring.

A 4-year average of experiments conducted on a sandy loam soil at New Brunswick showed Winter Vetch to be the most valuable green manure crop, followed in order by red clover, sweet clover, alsike clover, and crimson clover. Rye and wheat both depressed the yields of the succeeding crop. The green manures were planted during late August in standing corn, and in general made a fairly satisfactory growth, both before the corn was cut and afterward. The amount of plant material produced in tops and roots was determined in late April, prior to planting corn.

Although rye produced the most plant material for plowing under—about 8 tons per acre of fresh tops and roots—the yield of the following corn crop was reduced approximately 10 per cent, whereas Vetch as a green manure crop increased yields of corn about 15 per cent. In general, the legumes increased yields of the following crop, and the non-legumes—rye and wheat—reduced yields. The occasional winter-killing of crimson clover was responsible for the relatively poor performance of this plant, and the consistent winter heaving of sweet clover greatly reduced spring growth of that plant.

Since each of the green manure crops were grown for four successive years on the same plots, and the entire field was uniformly cropped to corn, it may be concluded that the cumulative effect of non-legumes—rye and wheat—on the supply of soil organic matter was negligible, or at least insufficient to improve yields of the corn crop, Dr. Sprague advises.

"These experiments", he points out, "indicate that green manures are probably of most importance as sources of plant food which becomes available gradually during the growing season as the manure crop decays. Non-legumes which release relatively small amount of nitrogen and minerals during decomposition, appear to have little immediate value as sources of nutrients, in contrast with such legumes as vetch and the clovers."

# Some folks splod thru life, going back home for excuses, what they should go back for is MILK.

(This is one of a series of posters by Happy Goldsmith which is being used in the Philadelphia High Schools to encourage students to drink more milk. And milk drinking is just as important for the health of the family in the country as in the city.)

*Patronize Your Own Product*

## Philadelphia Inter-State Dairy Council

219 North Broad Street  
PHILADELPHIA

**Horace F. Temple**  
INCORPORATED

Printer  
and  
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WEST CHESTER, PA.

BELL PHONE No. 1

**\$1 RIDS YOUR LAWN OF WEEDS**

Here's a new chemical discovery that absolutely RIDS YOUR LAWN of dandelions, buckhorn, plantain, dock, thistle and other tap-rooted and crown-rooted WEEDS over night. Quick and positive action.

**WEED-TOX** DOES NOT HARM REST OF LAWN

Easily and quickly applied without injury to grass or other desirable vegetation, but is ABSOLUTELY GUARANTEED TO KILL WEEDS, making it impossible for them to revive, even after only one application.

**WEEDS GO IN 24 HOURS**

One 5-gallon bottle is sufficient to rid the average size lawn of these weeds. Sent complete with applicator and full instructions. No mixing—no fixing—no sprayer—nothing else to buy.

V. & M. PRODUCTS COMPANY  
222 W. A., Galesburg, Michigan

V. & M. Products Co.  
222 W. A., Galesburg, Mich.  
Enclosed is \$1. Please  
send me 1 bottle WEED-  
TOX with applicator.

Name \_\_\_\_\_  
Address \_\_\_\_\_

ONE DROP does the WORK



## 25% SAVINGS SECURITY 100% PROTECTION

RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES—  
THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

### STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Collision, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

### NET GAIN

Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932.

### COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

325-333 S. 18th STREET HARRISBURG, PENNSYLVANIA

Clip this and mail today—it obligates you in no way.

PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL  
CASUALTY INSURANCE COMPANY  
Harrisburg, Pa.

Gentlemen: I am interested in—  
Compensation Insurance - - - ☐  
Automobile or Truck Insurance - - - ☐

It is understood that this inquiry is not to obligate me in any way whatsoever.

Name \_\_\_\_\_  
Address \_\_\_\_\_ Street and Number \_\_\_\_\_ City \_\_\_\_\_ County \_\_\_\_\_  
Business \_\_\_\_\_ Payroll \_\_\_\_\_ Make of Car \_\_\_\_\_ Model \_\_\_\_\_

## KEEP POSTED

Read the.....

## Milk Producers' Review

It contains FACTS about the Milk Marketing Situation in the Philadelphia Milk Shed. It is full of worthwhile and reliable information.

See Official Milk Price  
Quotations on Page 5

The Home and Community Department Will  
Interest the Homemaker

### NOTICE OF ANNUAL MEETING IN THIS ISSUE

Read the advertisements, too, and when answering them  
be sure to mention the Milk Producers' Review

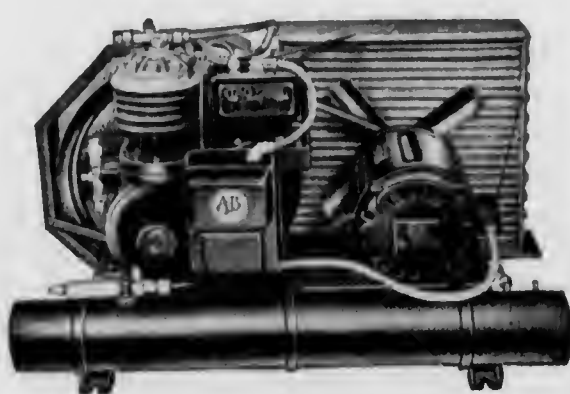


## HIGHEST QUALITY REFRIGERATING COMPRESSORS

Are Sold by Authorized Dealers Only

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FOR MILK COOLING AND STORAGE USES



Thousands of these sturdy, heavy duty compressors are in use on the most modern dairy farms in the East—and bring the highest recommendation from dealer and user. Very economical—great surplus power—and remarkably trouble free. Lowest delivered and installed prices give authorized Factory Dealer ample, substantial profit, but eliminates distributors' discount—save your customer 25 per cent or more!

"M&E" Dairy Cabinet Compressor of 750 to 1100 lb. I. M. C. Others from 175 lb. up. Complete with starter and thermo cutout. Electric or gasoline driven to fit available power conditions.

Territory open for additional authorized dealers. Complete free training school Monday, Tuesday, Wednesday of each week free at Philadelphia plant. Write, wire, phone at once.

Seventh Year in Electric Refrigeration

Manufactured by  
**MERCHANT & EVANS COMPANY**  
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## INTER-STATE

# Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

Vol. XIV

West Chester, Pa., and Philadelphia, Pa., November, 1933

No. 7

## ATTEND THE ANNUAL MEETING—NOVEMBER 21-22

THE ANNUAL MEETING of the Inter-State Milk Producers' Association will be the occasion to summarize accomplishments of the Association during the past year. These include price increases totaling 62 cents a hundred pounds and a third increase that will average about 24 cents now pending and which has the approval of A. A. officials at Washington.

The part of the Inter-State in preparing the Philadelphia Milk Marketing Agreement, in getting it signed, in asking and getting further changes in it, all to the advantage of producers of milk, will be discussed at the meeting.

The year has been busy. It has been doubly busy because of the double job thrust on the organization. In addition to the regular business, made more complicated and more difficult by the preparation and signing of the agreement, there has been the work of fighting the foes of the organization—the foes of orderly marketing.

With all this activity we are planning on an annual meeting program which will be second-to-none. Delegates and other members at the meeting will be welcomed by Honorable J. Hampton Moore, Mayor of Philadelphia. This will be followed by routine work and then the election of nine directors. Delegates of locals in territories where directors' terms expire have been asked to meet and select the best men in their territories to be nominated. This should secure fair and just representation. Additional nominations may be made from the floor. Voting will be by proxies as the constitution and by-laws provide, this being the only practical method in our organization of nearly 22,000 active members. Reports of the secretary, the treasurer, and the Field and Test department will be other prominent features of the morning program.

The President's address, reciting the year's accomplishments and the plans for the future, will lead off the afternoon program. This report will be packed full of information. Following this will be discussions by members and delegates. General marketing problems are expected to be paramount in these discussions. The featured speaker will be Dr. F. P. Weaver,

professor of agricultural economics at Pennsylvania State College. He will discuss "Economic Factors in the Present Dairy Situation" and he can be depended upon to do it in language that farmers can understand.

The banquet will be the one social gathering of the meeting. It will be held at the Broadwood Hotel at 6:00 p.m. sharp on Tuesday, November 21st. There will be "remarks" by only a few and those

50,000 to 100,000 or more pounds a day should find this especially interesting. Sign up for this trip sometime on Tuesday and get a free ticket that will take you to the plant of your choice and back to the meeting.

A general session open to the public will follow at 10:30 Wednesday morning. The speakers on this program will be William B. Duryee, New Jersey State Secretary of Agriculture, and Dr. Wil-

marketing situation before us. The educational features have been selected with this situation in mind and should hold the interest of those who want to know the facts that underlie our present economic and social situation.

In addition to the regular business it is expected there will be efforts by certain groups opposed to the present management to gain control of the meeting and of the entire association. If such groups represent a majority of the membership then control should be in their hands. There is the danger, however, that a well-organized minority might win control of the situation. But this only can happen if too many of the majority stay home and don't make their presence felt and don't make their votes count.

To be sure that the majority rules every member of the Inter-State must make his vote count, either in person or by proxy. Then, whatever is done is done by the majority and the minority should accept it as such.

Members—your presence is earnestly desired at the meeting. You need the meeting. The meeting needs you. Come in person. Vote your own stock, or if you prefer, have your local delegate vote it for you. But come and make your vote count.

### Few Cooperatives Fail

New York state farmer-owned cooperatives have fared better, during the past three years, than private business. Only four of the two hundred purchasing or selling cooperatives in New York state have developed serious financial troubles, and in each of the four cooperatives, according to F. P. Harper, of the state college of agriculture, the difficulty was brought on by the failure of the local bank with which the cooperative banked.

The reason for the near-failures is not in the cooperative form of business but in the business management of the organization, he says, for the over-extension of credit brings difficulties to any business in the same circumstances.

The volume of business done by cooperatives has been well maintained and some have increased during the three-year period.

## IT IS YOUR MEETING

*Make your vote count at the annual meeting on November 21-22. Come yourself and do your own voting—or sign a proxy and have a reliable person vote for you—BUT VOTE.*

*The Inter-State is your association and only by using your privilege of voting can you keep it yours. Keep control of the organization in the hands of yourself and fellow-members by voting your own stock or signing your proxy in favor of your local delegate. If you can't attend in person give your delegate your proxy. He produces milk and therefore must face the same problems you face.*

*Again—make your vote count. A member not voting is giving a vote to the other fellow. A vote according to your convictions is a vote for your own welfare.*

*Clip that proxy on page 12—sign it, date it and have it witnessed. MAKE YOUR VOTE COUNT.*

remarks will be brief. Special talent has been engaged to entertain the guests. Dr. T. B. Symons, director of agricultural extension at the University of Maryland will be the only speaker at the banquet. Dr. Symons knows and understands the things that are wrong with this farming business and he can talk about them in an interesting manner.

We will be shown what happens to our milk as the first Wednesday morning feature. As usual, buses will leave the Broadwood Hotel at 8 A. M. sharp to take those who so desire to some of the larger Philadelphia milk and ice cream plants. Those who have never seen in operation a plant that handles

liam V. Dennis—professor of rural sociology at Pennsylvania State College. Mr. Duryee is also a member of the New Jersey Milk Control Board and his close association in an official capacity with the milk industry assures us that his message on "Looking Ahead In the Dairy Industry" will be of vital interest. Mr. Dennis has selected as his subject "Cetting Down to Fundamentals." His knowledge of the real reasons for unrest among farmers over the entire country and in Pennsylvania in particular will mark his talk as of special importance.

The business features of the meeting are doubly important this year with so many changes in the



## Higher Milk Prices Requested by A. A. A.

**M**ORE money to milk producers with no extra cost to consumers will result from the amendments to the marketing agreement announced by A.A.A. officers late in October.

The amendments must receive the approval of all parties to the agreement before becoming effective and at this writing the contracting distributors have not endorsed the changes. Their approval, it is understood, depends upon strict enforcement of the agreement especially that section referring to minimum retail prices.

The changes approved by A.A.A. were among those requested by the Inter-State Milk Producers' Association in its formal brief filed with A.A.A. officials at Washington early in October, and discussed briefly on page 2 of the October "Review." This brief included the same requests for changes which were asked for at the September hearing and also certain other changes.

The biggest change approved by the A.A.A. was that which authorized that payments be made on the basis of 3.75 percent test. The former price of \$2.86 for 100 pounds of 4 percent Class I milk before deducting terminal charges has been changed to \$2.86 for 3.75 percent milk with the same differential of 4 cents a point. This is an increase of 10 cents a hundred pounds.

Another important change was the elimination of the terminal handling charge of 6 cents a hundred pounds. Receiving station charges were reduced from 22 cents to 16 cents a hundred pounds, making a saving of 6 cents a hundred pounds on milk delivered to such stations. Every producer sending milk to Philadelphia or to the secondary markets will benefit from one or the other of these two changes.

The fourth important change in the agreement provides that the car load (C.L.) rate shall be deducted from the price of milk shipped from receiving stations to terminal markets in place of the less-than-car-lot (L.C.L.) rate which formerly applied. The savings under this change depend upon distance from market and amount from 5 cents to about 12 cents a hundred pounds with an estimated average of 9 cents.

The foregoing changes are definite and easily measured increases to every producer. They are 10 cents on the base price, plus 6 cents from either the elimination of the terminal charge or the reduction in receiving station charge, and the

saving in freight rate to those who sell through receiving stations. This means at least 16 cents to about 28 cents to every producer.

It must be remembered that these changes, when finally authorized, will also apply to those producers who are supplying the secondary markets in the Philadelphia area. The prices in some of these markets are the same as Philadelphia prices while other smaller and more distant markets



Dr. F. P. Weaver, of Pennsylvania State College, who will discuss "Economic Factors in Our Present Dairy Situation" at Annual Meeting.

are less than the Philadelphia prices by the amount of the freight charge. Since a smaller freight deduction will be made the prices in out-standing sections will be nearer Philadelphia prices than formerly.

This change has the effect of bringing all producers in the milk shed closer to their main market. It evens up some of the advantage which nearby producers hold over distant producers because the greater the distance from the market the greater the saving under the new arrangement.

A fifth change in the agreement is less easily measured because it is not expressible as so many cents per hundred pounds of milk. This change provides that all wholesale bulk sales of milk be included with Class I milk. In the original agreement it was provided that only one-half of such sales be included. It is estimated from reports of sales that this will so increase the amount of Class I milk that a larger percentage of each producers' basic will bring Class I price. The increase, it is estimated, will be equivalent to about 2 cents a hundred pounds.

The total increases will amount to an average of about 24.3 cents a hundred pounds on Class I milk. They will range from about 18 cents on direct shipped to about 30 cents on receiving station milk at the more distant points. As about 70 percent of the milk is delivered to receiving stations most of the producers will receive the benefit of the lower freight changes.

The original announcement of these increases provided that they be made retroactive so that all milk delivered after October 15 be paid on the new basis. The amendments were sent to the dealers with the expectation of prompt approval. The Inter-State has gone forward with the issuance of new price schedules to be effective as of October 15 as to have them ready upon final approval which is hoped for very soon.

Factions opposed to the Inter-State accepted the news of these changes approved by the A.A.A. with varying reactions. An active leader of this opposition was reported to have said, "The farmers of the Philadelphia Milk Shed will not accept this sop handed out by Washington." Shall we interpret this to mean that he and his followers will not accept any increases in price for their milk?

Contrasted to this a newspaper which has given this faction a lot of support went out of its way to give that group all the credit for the increases, then came back the next day and denounced the A.A.A. in blistering terms for "betraying" the farmers.

The poor grace with which opponents of the Inter-State accepted the news of these increases is excellent evidence that it was through efforts of the Inter-State that the increases were obtained. This fight for more money for producers, members and non-members alike and even including active opponents of the Inter-State, was carried on when the air was thick with words about the alleged failure of the Inter-State. Such words cannot stand up against honest results.

These changes were obtained by means of the orderly methods provided in the agreement itself. A brief was filed with A.A.A. officials requesting these changes along with other changes that are still under consideration. When the Inter-State officials feel that additional changes are needed to protect the interests of its members it will apply for them in the same orderly manner.

Kentucky is the twelfth state to eradicate bovine tuberculosis, being declared a modified accredited area on November 1, according to a report from the United States Department of Agriculture. The campaign of eradication was started in 1918. Other states enjoying similar status are, in order, North Carolina, Maine, Michigan, Indiana, Wisconsin, Ohio, Idaho, North Dakota, Nevada, New Hampshire and Utah.

Fall-freshening cows are more profitable than cows which freshen in other seasons of the year.

### BANQUET SEAT RESERVATIONS

In order to avoid confusion regarding the seating of our members and guests at the Banquet to be held in connection with the annual meeting of the Inter-State Milk Producers' Association, at the Broadwood Hotel (Broad and Wood Streets), Philadelphia, November 21st, 1933, at 6:00 o'clock sharp, the same system of seating as applied last year will be used.

Each banquet ticket carries a detachable stub, covering a request for seat reservation. Groups wishing to be seated together must mail or present their stubs as a group.

This stub must be returned to the home office of the association, together with the name and address of the user of the ticket, so as to be in the hands of the committee at the earliest possible moment and not later than November 18th, so that proper seats may be assigned.

Lists showing the arrangement of seats will be posted and distributed on the day of the banquet. No seat reservations will be held after the banquet service has started.

Representatives of the association having banquet tickets for sale must return all unsold tickets on Saturday, November 18th. After that date banquet tickets will be sold only at the Offices of the Association or the Headquarters desk of the association, at the Broadwood Hotel, and table assignments will be made in the order of sale.

Make your reservations at once so as to avoid confusion.

THE BANQUET COMMITTEE

# MILK PRODUCERS!

## YOU NEED THE FACTS

### The INTER-STATE MILK PRODUCERS' ASSOCIATION Stands for:

Keeping Philadelphia Markets for the Philadelphia Milk Shed,  
Restricting Production to Milk and Cream Needs of Philadelphia Territory.

Square treatment and correct tests by dealers to members.

Allowing new producers to start production only when conditions justify.

Compelling every dealer to carry his share of surplus.

Compelling dealers to pay uniform prices.

Giving the producer every cent of the consumer's dollar which actual distribution costs will permit.

*Mr. Milk Producer, these are your battles and the INTER-STATE has been fighting them for you since its organization and doing it without ballyhoo.*

### INTER-STATE Accomplishments: THEY BROUGHT YOU MORE MONEY

Obtained for Philadelphia producers the best return of any comparable market,

Held distributors' spread lower than in any other large market,

Kept production in line with consumption,

Brought about highly efficient butterfat test methods and practices,

Brought about uniform prices on all milk for fluid sales,

Found new or saved old markets for hundreds of members,

Handled and corrected members' complaints about dealers,

Operated on a very small commission,

Corrected method of figuring price, thus saving for all producers more than all Association dues,

Aided in passing State and National legislation favorable to milk producers.

## QUESTIONS:

DO YOU KNOW **WHO is Paying the Lawyers' Fees** of those who are attacking the INTER-STATE?

DO YOU KNOW **WHO is Paying the Accountants** who have been hired to look into INTER-STATE records?

DO YOU KNOW **WHY** so many people **Who Do Not Milk Cows** want to see the INTER-STATE destroyed or to gain control of it?

DO YOU KNOW **WHAT** are the **Personal Ambitions** of those who want to either destroy or gain control of the INTER-STATE?

DO YOU KNOW **WHAT** is the **Past History** of those who seek either the destruction or control of the INTER-STATE?

DO YOU KNOW **WHO** would or could **Better Represent You** in bargaining with distributors in place of the INTER-STATE?

DO YOU KNOW **IF** there is a relation between **Attacks on the INTER-STATE** and the labor strikes agitated by communists?

THESE QUESTIONS, MR. MILK PRODUCER, CONCERN YOU, YOUR FAMILY AND YOUR BUSINESS







## THE DAIRY COUNCIL—WHAT IT IS AND DOES

MANY READERS of the "Review" as well as the general public do not know the real purpose of the Philadelphia Inter-State Dairy Council. Many also confuse that organization with the Inter-State Milk Producers' Association, believing they are the same.

The Philadelphia Inter-State Dairy Council and the Inter-State Milk Producers' Association are two separate and distinct organizations. Their work is distinctly different. They do not overlap and they have separate staffs of employees. It so happens that they use joint offices and that Mr. H. D. Allebach is president of both organizations. His connection with the Dairy Council, however, is purely as an officer and he gets no pay for his services to the Council.

The Dairy Council has an advisory board of 19 members on which is found the names of leading educators, doctors, scientists, and nutrition experts in the Philadelphia area. Actual control is vested in an executive committee of 16 members representing both milk producers and milk distributors.

### Advertises Our Product

The work of the Dairy Council is educational. It was organized to advertise the health and food value of milk and its products and to increase the consumption of them. It has been doing this ever since it was organized in 1920. School children are given special attention in this regular effort to stimulate consumption. Milk in noon lunches and as a mid-forenoon lunch is now standard in most schools where Dairy Council work has been carried on. This has meant an immediate consumption; and what is more important, it has made many good lifetime customers because these children have learned the real food value of milk. They will keep on using milk and its products abundantly.

Malnutrition (under-fed or improperly fed) children have received special attention. A remarkably large number of these unfortunates have been restored to good health and to normal weight and growth thru the efforts of the Dairy Council and school authorities in getting them to use milk as the backbone of their meals.

Add to this work in the schools the educational work carried on with doctors, dentists, and nurses, with welfare and relief organizations and with industrial organizations that maintain lunch rooms and we have the complete story of the Dairy Council work. Altogether, this educational work was the big reason for a steady per capita increase in the use of milk

in Philadelphia from 1920 until 1930 when the depression so cut buying prices that milk consumption showed a decrease as did practically everything except red ink. It accomplished this in the face of fashion decrees that called for slender figures and during a time when most people thought that milk is fattening.

In other words, it told the facts about the food value, the health value and the appearance value of milk. It made people want more milk, not only to drink but to use in cooking. It made a bigger market for milk.



Director R. I. Tussey of Hollidaysburg, Blair County, and his purebred Holsteins. This herd of 14 cows and young stock is accredited T.B. free and also has held an abortion-free certificate for four years. The herd is enrolled in a dairy herd improvement association and its average test is running about 3.9 percent butterfat.

This work was carried on in Philadelphia, Trenton, Camden, Reading, Chester, Wilmington, Altoona, Johnstown, and many other cities in the Philadelphia area.

There is every reason to believe that as more men go back to work and their earning power is restored the consumption of milk will again show a good increase. This should more than make up any loss in consumption suffered during the depression.

### Quality Essential

But when the educational program was started it contained one weakness. As in every advertising campaign the quality of the product advertised or promoted must be of the very best. There was no assurance that milk at that time was always of best quality and in order to get the help and permission of education authorities to work in schools they insisted that quality be controlled. The Dairy Council was the only impartial body that could be loaded up with the job. So that work was put on its shoulders and it has stayed there since.

The Quality Control work has one purpose—to insure the consumer that the milk she buys is safe and pure. If she knows it is such she will buy more because she has

confidence in it. That is the best kind of advertising because it makes the product sell itself.

Now, with the milk industry getting headlines in the newspapers, doubt is raised in many minds about milk. Graft is charged in the milk business which may make the consumer think milk is not worth its cost. In the face of this condition strict control of quality is more important than ever. Any shaken confidence on quality will surely cut consumption.

### Above Legal Standard

Laws are set up to control quality and purity but the product which

certain producer is below standard and is made under unsanitary conditions the Dairy Council can also would discontinue it. Such does call the attention of the buyers of that milk to the conditions they are found. As a result producers have been shut off until the bad conditions were corrected. The actual laying off is done by the buyer of the milk.

Likewise, when such producers who are laid off clean up their premises so they can and do produce the right kind of milk the Dairy Council recommends that the dealers again take their milk. This is usually done without question.

This is the Dairy Council's work—building a bigger market by promoting the health and food value of milk and making sure that the milk supply is good enough to make its educational efforts worthwhile.

A heap of unjust criticisms have been directed at the Dairy Council because it was given the "police work" in connection with the Philadelphia Milk Marketing Agreement. The Dairy Council did not want this job. It was given the work only because it represents producers, distributors, and consumers and therefore was the only impartial body that was already organized. This action was in line with the A.A.A. policy of having each industry take care of all its own work in keeping its own code or agreement operating smoothly.

### Police Work Not Wanted

The Dairy Council, through its secretary-manager C. I. Cohen, asked at the Federal hearing in September to be relieved of this duty. Again in the formal brief filed with A.A.A. officials at Washington early in October it was asked that another body be set up to handle that work. Action is now being taken in this direction.

We want this difference between the Philadelphia Inter-State Dairy Council and the Inter-State Milk Producers' Association understood by every reader of the "Review" and by every other milk producer in the territory. They both perform definite necessary services. Secretary Wallace doubtless had suggestions, especially the Dairy Council, in mind when he said at Syracuse, "No other group of farmers can match the faith and imagination with which they (dairy men) have advertised and capitalized the marvelous dietary value of your products. . . . No other set of farmers can compare with you in compactness of organizations and yet, while you are the most thoroughly organized of all farmers in one sense, you are at the same time the most disorganized."

Neither does the Philadelphia Inter-State Dairy Council have the power to shut any producer off from his market. But when inspections show that the milk from any

November, 1933

That is a compliment to the work of the Dairy Council. Yet we have people who make light of this work, who would discontinue it. Such people, we feel, are among those whom Secretary Wallace was thinking when he said, "There are other people like dairy farmers when it comes to getting their head buried in the flank of a cow and leaving track of time and space." The Philadelphia Inter-State Dairy Council is proud of its record. It has helped educate the people of Philadelphia on the value of high quality dairy products until it is one of the best markets in the country. That work has meant thousands of dollars every month to producers supplying Philadelphia and neighboring cities with milk.

### Delegates Picked by Inter-State Locals

Ninety-one Locals of the Inter-State held their annual meetings during October at which they selected delegates to the annual meeting of the Association on November 21-22. Several have been held almost every week-day evening with a few selecting afternoon hours. Frederick Shangle, Inter-State Vice-President, has been conducting a "Speakers Bureau", since early in October, lining up speakers for each meeting, scheduling them so as to be most effective and at the least expense.

The meetings have not showed the unrest that newspapers have agitated, attendance has been fair to good and in nearly every case delegates selected to attend the annual meeting have reputations for progressive and business-like thought and action.

In several cases locals have held joint meetings of a countywide character in addition to their business meetings. A much better understanding of the Philadelphia Milk Marketing Agreement has come to those who attended. Appreciation was expressed at most meetings for the aggressive fight the Inter-State has carried on for changes in the agreement that would bring better prices and yet hold production in line.

At this writing nine more meetings including 14 Locals are scheduled for the week of November 6 to 11 and five meetings for the week after. Meetings of several more Locals will be called for these two weeks at which every member is urged to attend.

A bull sale sponsored by a local breed association is a good place to buy a sire for the dairy herd.

Junior workers in 4-H clubs may teach the grown-ups.

## Correcting an Error (Not Ours)

AN EDITORIAL in the October 13th issue of the "Philadelphia Record" commented disparagingly on the Philadelphia Milk Marketing Agreement, calling it a counterfeit milk code and held up a "code" prepared by the opposition as a genuine article. It then proceeded to show five points in which they thought the new proposal differed from the present arrangement. Instead, they gave the Inter-State a remarkable indorsement by expressly approving three points now in effect, making a mistake in the facts on a fourth point and entertaining a difference of opinion on the fifth point.

The following letter was delivered to the "Record" calling their attention to the facts:

October 13, 1933.

The Editor's Mail Bag,  
Philadelphia Record,

"It is refreshing to learn through your editorial, 'A Counterfeit Milk Code', that the Record and the Allied Dairy Farmers' Association are so nearly in accord with the policies of the Inter-State Milk Producers' Association and the provisions of the Philadelphia Milk Marketing Agreement."

In the enumeration of five points in your editorial only point 1 in which you condemned the basic-surplus plan is divergent from the opinions of the Inter-State as a group. That is a matter of opinion. The Inter-State feels that the basic-surplus plan is the most effective method yet devised to control milk production.

If you should check up you would find that your second point apparently suffered from a slight arithmetical error, the producers getting well over half of the increase authorized in the agreement.

The Inter-State has been checking for its members, milk tests made by distributors for the last eleven years, which is a point the Allied Group is asking to be incorporated into a new Agreement.

Likewise the Allied Group is asking that a check-off to producers' association be made only with consent of the individual farmer. This has been Inter-State policy ever since the check-off system was inaugurated.

The present agreement provides in paragraph 17 that 'cash and carry' stores may sell milk at a lower price than wagon delivery provided they meet with certain reasonable conditions.

Further study of the agreement reveals many other points of close similarity between the proposed code and the agreement in effect. Many other provisions in the proposed code are almost identical with the changes which have been requested by the Inter-State in the formal brief filed at Washington early this month.

It is a compliment to the Inter-State that policies which it has followed for more than a decade are being urged by the Record and the Allied group as a protection to milk producers in the Philadelphia Milk Shed."

Yours very truly,  
Inter-State Milk Producers' Association,  
(signed) H. E. JAMISON, Director of Publicity.

We believed the "Record" editor would like to stand by that first precept of the newspaper profession—ACCURACY—and so would inform his readers of his mistake by giving them the facts on the points in question. But he let his mistake stand—which, we feel, is an injustice to his readers.

But perhaps our letter didn't have a chance for it was written and delivered to the "Record" office on Friday, the 13th.

### Cheese Marketing Plan

One of the most baffling problems before the A.A.A. is the development of a satisfactory cheese marketing agreement. This agreement when finally approved will be national in scope. It will cover all leading varieties of cheese and will depend entirely on its own industry for enforcement. A levy on producers is proposed to cover costs of administration and a separate price committee is suggested for each kind of cheese.

A code of fair trade practices is included which affects producers, cheese makers and distributors. This agreement would be subject to approval by the Sec. of Agriculture.

### Inter-State Represented at Federation Meeting

MARKETING agreements, the Agricultural Adjustment Administration, and production control were the chief topics of discussion at the seventeenth annual convention of the National Cooperative Milk Producers' Federation in Chicago, October 9 to 11, attended by more than one thousand delegates and visitors representing 63 associations of which 42 are member groups.

The Federation, popularly known as "the rainbow division of agricultural organization", is the oldest and largest body of its kind. Comprised of 53 member associations,

it represents 365,000 farm families in 41 states.

The Inter-State Milk Producers' Association was represented by its President, H. D. Allebach and by Chester H. Gross, of Manchester, Pa., a director. Mr. Allebach and Frank P. Willits, of Ward, Pa., are on the Board of Directors of the National organization.

The Federation went on record as strongly in favor of more rapid action by the A.A.A. on dairy marketing agreements now pending and of a vigorous enforcement of the terms of the agreement.

Greater speed in approving pending agreements, it was felt, would react to the direct benefit of the entire industry and would also reduce the heavy cost of carrying on the negotiations now necessary to put satisfactory agreements into effect. A simplification of system in the A.A.A. was urged as the best means of speeding up this work.

Of even more importance in the Philadelphia area is the necessity for strict enforcement of the agreements now in effect. It was asserted by Harry Hartke, retiring president of the Federation that "when chiselers get busy the dairy farmers have taken the rap", because legitimate distributors usually follow with a price cut that is passed back to the farmers. The distributors must be enlisted in this fight, too, according to Mr. Hartke.

Two important points were brought out by Chester C. Davis, federal director of production control. One was that the importation of fats and oils must be limited, which is outside of A.A.A. control and is up to the legislative and executive branches of the government.

The other point is on production control in connection with which he cited tests made by the Bureau of Dairying. These tests showed that cows fed high quality roughage or on good pasture produced most economically on a limited grain ration. The production was somewhat less by this method than when full grain was fed but profits were greater, resulting in a two-fold benefit, less milk and greater profit to farmers.

Discussion on currency problems showed how our domestic price level and our ability to export surplus products are tied up with money policies within this country and with exchange rates between this and other countries. The price break in all agricultural commodities which occurred in July was caused largely by currency conditions.

Uncle Ab says we will be on our way when we turn to the right and then go straight.



# Home and Community

Elizabeth McG. Graham, Editor

"How can we make the countryside a place which nobody would willingly emigrate from?"

## The Dish-Pan Mind

(Reprinted from "The Farmer's Wife")

Dear Editor: We have just concluded a series of county meetings and I believe that every woman who attended them feels like a different person. We have all been so poor and worried these past three years that we had let ourselves get the "dish-pan mind." Comparing notes after these meetings we agreed that most of us had gotten to a point where we saw very few people, went nowhere, and were beginning to let a pan full of dishes and an unswept hall comprise our whole horizon. Living on isolated farms, we have few books or magazines and our work has been longer and drearier and more profitless than ever before.

But these all-day meetings where we brought lunch for a general gay picnic and had a number of speakers to address us, have given us an entirely different outlook. We tried to get as far away as possible from the routine women's meeting.

"Let's let our housekeeping slide; we have let it get too important, anyway," we said. "Let's hear of something different, something entirely outside our experience and our thinking." . . . We had no trouble getting speakers and none of them charged for their talks. We have all gone back to our dish pans and our dusty halls but they are no longer our whole horizon.—"TENNESSEE."

There have been 14 million members added to cooperative buying and selling organizations throughout the world during the three years of the depression.

## "Favorite Recipes From Our Readers"

### Fruit Roll

Roll dough to 1/4 inch thickness. Spread with butter, brown sugar and a bit of cinnamon, if the flavor is liked. Then a filling of 1 cup of chopped tart apples and 1/3 cup raisins. Roll as for jelly roll, press edges together and place in baking pan. Bake 1/2 hour in moderate oven. Serve hot or cold with whipped cream.

MRS. E. J. MEYERS,  
R. D. No. 5, York, Penna.

## "What Will The Country Community Buy With Better Times?"

is the subject for consideration at

## The Women's Own Program

### "INTER-STATE" ANNUAL MEETING

Broadwood Hotel, Philadelphia  
(Broad and Wood Sts.)

Tuesday, November 21st, 1933

### MORNING SESSION

(Program begins promptly at 10 o'clock)

#### Presiding:

MRS. A. B. WADDINGTON, Woodstown, New Jersey

#### Community Singing

#### Special Music

4-H CLUB GIRLS, Montgomery County, Pennsylvania

#### "The Farmwife Explores Her Own Farm"

MRS. C. A. NORBURY, Stockton, New Jersey

#### "The Cooperative Community"

WILLIAM V. DENNIS, Pennsylvania State College

#### "Widening Our Horizon"

VENIA M. KELLAR, Director, Maryland Home Demonstration Agents

### LUNCHEON

(Promptly at 12:30 o'clock)

#### Toastmistress:

MRS. JOSEPH BRIGGS, Yardley, Pennsylvania

#### A Luncheon Message:

#### "One Small Community On Its Way"

LOUISE L. PITMAN, Brasstown Folk School

### AFTERNOON SESSION

(Joint Meeting of men and women, 2:00 o'clock)

#### President's Address

H. D. ALLEBACH

#### "The Dairy Situation"

F. P. WEAVER, Pennsylvania State College

(For other details of the Annual Meeting see page 12)

### Give Thanks!

To be alive in such an age!  
To live in it!  
To give in it!  
Rise, soul from thy despairing knee,  
What if thy lips have drunk the lees  
The passion of a larger claim  
Will put thy puny grief to shame,  
Fling forth thy sorrow to the wind  
And link thy hope with humankind;  
Breathe the world-thought, do the world's deed,  
Think highly of thy brother's need.  
Give thanks with all thy flaming heart,  
Crave but have in it a part—  
Give thanks and clasp thy heritage—  
To be alive in such an age!

—ANGELA MORGAN

### To Those Attending the Annual Meeting

Each year the attendance at the "Womens' Own Program" has been steadily increasing. Last year we went over the two hundred mark. And this year there is every indication that we will go still further. The program is going to be better than ever. We want every reader of "Home and Community" to know that you are invited, whether a member of your family happens this year to be a delegate or not.

Some will be arriving on Monday afternoon for the meeting on Tuesday. If the members of your family have other duties, and you find yourself free, join those who simply find themselves alone, and meet with us for dinner at quarter past six in the lobby just outside the dining room of the Broadwood. Miss Louise L. Pitman who will be on the program the following day will be with us for dinner, and we'll have opportunity to chat with her about the little cooperative community of Brasstown in North Carolina Monday, at quarter past six!

Won't you make every effort to be at the hotel and have your wraps off and be ready for the meeting which will start promptly at ten o'clock? The morning has a full program, and there is just barely time for us to lunch together afterwards and proceed into the important afternoon session of the "Inter-State" which you will not want to miss.

The little badge which you will be given upon arrival, is the only introduction you need to anyone else.

## Thanksgiving Day—1933

Hannah McK. Lyons, M. D.



Just what will Thanksgiving Day mean to you or mean in your community this year?

It seems sometimes to take a severe chastening; or for some great issue to be at stake to make us truly aware of the need of a Great Master guiding our destinies.

Recently, I listened again to the story of those "dark days" at Valley Forge. It was not alone that the men walking in snow and ice were bare-footed; not merely no money to clothe them or that there was little food to build up resistance against disease and give strength for their work. But they were contending for a people undecided as to the right; with a hatred toward those who differed in opinion, a Congress divided in its opinions. In the midst of this there came to camp a little group of men whose business it was to find ways to raise money for Washington to carry on the campaign. They had come to tell him it was no use, they were convinced it was already a lost cause.

As the leader of the group went in search of the Commander-in-Chief, he heard a voice in the woods. Turning aside, he saw Washington on his knees, holding up, in his arms, as it were, the new republic, asking God for its existence and growth. This man turned quietly, and returned to his committee, with the remark, "this cause will succeed; it is right; it is ours to go back to Congress, convince them of its right and get the money out here for better equipment and comforts for these men."

But just as in the growing-up of a child, faults creep in, so this republic made its mistakes and errors. True, efforts to correct them were made all along the way, but numerous little things made a big whole after a time. Again we hear in the midst of war, the troublous days of the sixties. The word had gone forth "This country cannot exist half slave and half free." Again we were facing indecision as to what was right and best; men were grasping for power; for their ill-gotten wealth; homes were divided; hatred rankled everywhere. Can you imagine Thanksgiving Day celebrated in the midst of this?

And yet, in November 1864, Abraham Lincoln also recognizing an Overruling Power, called for the people of the United States to meet in their several places of worship

and give thanks to Almighty God for the blessings they enjoyed.

From that year to this, we have annually been asked to meet for Thanksgiving and praise.

About seventy years have gone by since then. Again we are coming through the severest testing time our people have ever known. Error and wrong have crept into high places. There is indecision, unrest, indifference to right, men grasping for power and wealth with no regard for those trampled in their mad rush.

In a few weeks, we will be again asked to observe Thanksgiving Day. Can we make it a day of fasting and thanksgiving, not feasting and froth? Can we come thro' this season with a great longing to aid in bringing order out of chaos? One man pled for a small new republic; another man called for cooperation in saving that republic from being torn asunder.

What is ours to do? Is it to make a united effort to right problems that have developed with a too rapidly growing republic; problems of unemployment; great social problems; and the removal of handicaps from the farms? Can we come thro' this cruel crisis with dross burned away and a renewed recognition of individual worth?

## Your Shopping Service

Louise E. Drotleff



### GIFTS FOR ALL

1—Free leaflets of directions can be supplied for crocheting a very attractive scarf and jabot set for making an old dress look like new; bed spreads and luncheon sets; and gifts such as sport belts, bedroom sandals and hot dish mats. Specify in writing which of the foregoing leaflets you desire.

2—We are rapidly approaching the season of the year when wintry days will keep the children indoors quite a bit of the time. All sorts of educational toys, however, are available to help you keep them happily occupied. Sewing cards, peg boards, books such as "Something to do for Everyday", and anagrams, are only a few of the many inexpensive toys that can be used. Write us for further information regarding the price.

Notes:—These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded to the shops where they may be purchased. Address: Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.

## The Call of the Churches!

"IN the name of the Christian religion we have been declaring that the great gulf between the privileged and the underprivileged of the world does violence to the spiritual ideal of the brotherhood of humanity."

"TODAY we are summoned to cooperate in a great national effort to secure recognition of this ideal in terms of economic organization and procedure."

"THE Christian conscience can be satisfied with nothing less than the complete substitution of motives of mutual helpfulness and good-will for the motive of private gain, and the removal of the handicaps which our economic order now inflicts upon large numbers of our people."

"THE baffling problem of securing a more equitable balance of privilege between the rural and urban populations is being attacked by the federal government . . . in unwontedly bold fashion. Our churches cannot be indifferent to the outcome of the new program aimed at securing justice for agriculture."

"THERE is the necessity, made so apparent by the depression, of broad social planning for the welfare of nation. This collective effort is clearly in line with the social teachings of the Christian gospel. The success of the recovery program will depend, in part, upon the adequacy of such social planning."

"ON the other hand, its success will also largely depend upon its voluntary and unselfish acceptance by individuals—employers, investors, bankers, farmers, industrial workers and consumers. This in turn, is in accord with the emphasis that Christianity places upon the individual conscience and the discipline of the personal life."

—THE FEDERAL COUNCIL OF CHURCHES



## A Community Choral Club!

By DOROTHY GUINON, Director

The members of the Community Choral Club are ambitious women of Harford and Cecil counties, Maryland, who give their time and effort because they love to sing. The majority of the singers are amateurs, but they have shown such a fine spirit that in the time we have been together, I feel that they have served music and their community in a fine way.

Everyone who can sing at all knows the pleasure of group singing. That alone is sufficient reason for such an organization. Besides this, our members are making a serious effort to improve in sight reading, voice culture and musicianship. This weekly contact with good music and the study and preparation of our programs have also enlarged our understanding and enjoyment of the works of composers.

A musical organization of this kind should be on an equal footing with other community enterprises. It can be only when the citizen

realizes its value to the community.

It has been written "Blessed are the Music Makers for they shall uplift and unite the earth." Besides this influence of good, there is another great need which the choral group fills and which is usually overlooked. The young people are being trained to sing in their own choral clubs and glee clubs. Should we not encourage them to continue their musical activities after they have left school? Adult singing societies should solve this problem.

There is now evidence of a revival of interest in this particular kind of music. Every city has two or more such organizations. Why should not rural communities do their share to make a singing America?

The Community Choral Club consists of forty members. We have had rehearsals every Tuesday evening for four years. During that time we have given ten concerts and have sung for the radio.



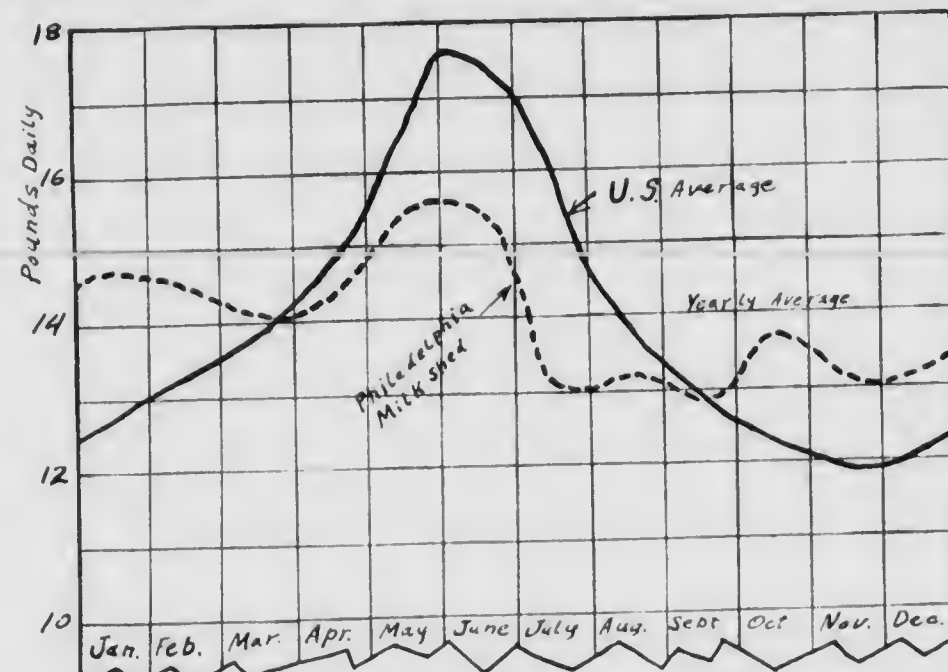
## What About This Kind of Dairy Publicity?

What's the matter with the milk business? Underconsumption, overproduction, prices, chiselers, governmental regulation, all run the gamut of analysis in an attempt to find an answer to the perplexing question. Aside from these factors there is another which has been seldom mentioned, and that is the important matter of publicity. For years the dairy industry reaped the benefit of favorable publicity resulting from the findings of the medical profession, dentists, dietitians, biologists, and others. That the results of this favorable publicity were greater than could have been expected from straight advertising campaigns alone is commonly acknowledged.

But what is the situation today in respect to publicity on milk? Newspapers throughout the country, during the past two years, have carried more than the usual amount of material on milk, but most of it has not been of the type that brings out the food value, health relationship and economy resulting from a greater consumption of the product. Troubles in the milk business, profits made by distributors, strikes by milk producers, demands by co-operative organizations, wrangling over prices, milk holidays, code hearings, legislation and proposed legislation, are but a few of the troublesome subjects that are now featured by the press, and there can be little doubt that if not actually affecting consumption adversely the widespread industry agitations dragged out through the public press are certainly not a helpful influence on consumption. The super control efforts and agitations of today may be offsetting to a greater extent than generally realized the good publicity the milk business had over a period of years.

Gone or overshadowed seem to be the fine stories telling about the important part that milk plays in the human diet for health and happiness, the delicious and nutritious dishes that may be made from recipes in which milk plays an important part, and how economical milk and dairy products are in comparison with other foods. Instead, we find today the public reading of milk rackets, milk being too high or too low in price, milk dealers being arrested and fined for code violations, strikes by milk producers accompanied by sabotage and violence, and protests from groups of consumers.

This sort of publicity means no good to the industry nor to the program of increasing the per capita consumption of milk and dairy products. . . . There have been



## Why We Need the Basic-Surplus Plan

LOOK AT THE SOLID line on the above chart. It shows how milk production varies from month to month over the entire country. All would be fine if the consumers appetite for milk would expand whenever producers found more milk in their cans and would contract when the production of milk dropped. But that appetite is just about the same day after day.

A certain number of producers are needed to supply any certain market during the low production months. That amount is needed every day and is called basic. But when June comes around those same producers often have half-again as much milk to sell. Who will buy it? The consumer has all she wants as fluid milk so it must go into manufactured products which are ordinarily shipped in or which can be stored. That milk made into other products is competing with the lowest priced milk in the country and must be priced accordingly. It is "surplus" and gets surplus price.

Look at the chart again, this time at the dotted line. That represents a careful estimate of production in the Philadelphia Milk Shed where the basic-surplus plan has been in use for 13 years. Notice that production is much more even. The high peak is gone, so is the low trough. The basic-surplus plan leveled out production. The Spring surplus is smaller, more of the milk is basic. It makes it pay a dairyman to produce an even supply the year round.

Discard the basic-surplus plan and our own market will soon go back to a production schedule such as is shown by the solid line in the chart.

entirely too many efforts to bring public opinion to bear upon dairy trade affairs by means of publicity, demonstrations and propaganda. At first a novelty, it is now beginning to double back. It has overstepped all reason and if persisted in will reduce the industry to a veritable playground for agitators politicians and professional trouble-makers. All of which will not provide a very savory background for a product possessing the natural appeal, public welfare factors and sales advantages of milk.—Dairy Produce.

## Sound Program For Dairy Herd Needed

Unfortunately, the present situation in the dairy business tends to draw attention away from some of the practices in dairy herd management that are essential to a successful continuation of dairying on the farms of our state, says Professor E. B. Fitts of State College, and at a time, too, when more emphasis than ever should be

placed upon a sound, progressive program. Our dairy herds are temporary, reminds Professor Fitts, and a constructive, continuous, replacement program must be followed if the herds are to maintain a basis of high average production. High average production per cow has always been very closely associated with profits in dairying, and it is especially urgent now that a breeding practice should be persistently followed that will provide better animals for replacements, as cows are removed from the herd either because of low production or through having reached the end of their years of usefulness.

Essentials in a good breeding program include the use of bulls from cows and herds having high average production and the raising of heifer calves from only the very best cows in the herd. Other desirable and important practices are feeding calves well so as to keep them growing from birth to maturity and carefully feeding the cows in the milking herd according to their individual needs.

Fruit and vegetable cooperatives stood third in 1932-33 with 200 million dollars of business. Live stock fourth with 182 millions, and poultry, cotton, wool, nuts, tobacco and other products trailing in the order named.

The Farm Credit Administration estimates that farmers in the United States sold approximately one and one-third billion dollars of products cooperatively last year, something more than half the volume in 1929 when prices of farm products were at their peak. The total number of members as well as the number of units of products handled has not changed materially in the period.

## Courts Uphold A.A.A.

Justice Daniel W. O'Donoghue, of the District of Columbia Supreme Court, August 29, curtly dismissed the suit for a temporary injunction against the enforcement of the licensing and marketing agreement for the Chicago Milk shed and upheld the constitutionality of the Agricultural Adjustment Act. "The court finds", read the decision, "that a national emergency exists and that the welfare of the people and the very existence of the Government itself are in peril. The day has passed when absolute vested rights in contract or property are to be regarded as sacrosanct or above the law. . . . The court finds that the Agricultural Adjustment Act passed by Congress May 12, 1933, is constitutional, and the regulations and licenses promulgated and issued thereunder are reasonable and valid."

A second decision upholding the constitutionality of the act and particularly its licensing provisions was handed down by Judge Adolphus F. St. Sure in Federal District Court at San Francisco, October 2. In this case the judge granted a permanent injunction restraining a peach canner from violating the license provisions issued to enforce the peach agreement.

## Dairy Cooperatives Lead In Membership

Dairy products have supplanted grain as the commodity marketed cooperatively by the largest number of American farmers. Grain cooperatives had been the pace-makers in the cooperative movement ever since farmers began building cooperative elevators three generations ago, but in 1932 the dairy cooperatives forged ahead for the first time. During the marketing season of 1932-33, 750,000 dairymen sold 390 million dollars of dairy products cooperatively, while less than 700,000 grain growers sold 280 million dollars of their commodity through cooperative channels.

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## British Adopt Market Plan

### Government Pool Registers All Producers

ENGLAND HAS a dairy marketing plan. It covers all milk sold whether consumed as fluid milk, as cream, or as manufactured dairy products. It requires every producer of milk in England and Wales to be registered and every distributor must buy milk only from these registered producers. This is demanded by an act of Parliament passed last summer.

"To insure a fair price for all, the country has been divided up into 11 areas. Those in which most of the milk goes into the manufacturing side of the business will be compensated by means of a special levy on producers whose milk is sold to the public in liquid form.

"No less than 1,000,000,000 gallons of milk a year, worth approximately \$155,000,000 (about \$260,000,000) will come under control of the Board.

"The new scheme was initiated by the National Farmers' Union, and sponsored by the Government. From the total money received by the Board the farmer will get an average price, whether his milk goes to the morning milkman or to butter or cheese.

"The pool, which organizes a hitherto unorganized industry, will be under the control of five highly paid administrators, with salaries running up to \$17,000 (about \$33,000).

"Assurance that the project would materialize came some weeks ago when it was approved by a farmers' ballot. A total of 89.25 per cent of the registered milk producers voted and more than 96 per cent of the group supported the scheme for central control. It is the aim of its promoters to see that the consumer is not damaged by the price the producers receive."

Note especially that this plan covers all milk and that the price of all milk is averaged. If applied to this country it would mean that eastern producers would have to

share their fairly good fluid milk prices with the low price of 90 cents to a dollar a hundred for billions of pounds of milk produced in the butter and cheese markets of the mid-west.

Also note that the leaders are to be paid large salaries, approaching \$33,000 a year in our money, which makes the salaries paid co-operative officials in this country look like pin money. One other point, 85 per cent of all milk producers favor the plan, four percent voted against it and only 11 percent failed to express themselves.

\*Quotations from Christian Science Monitor.

## Plans Developing To Move Surplus Butter

A stupendous plan to move some of the 174,857,000 pounds of butter and the other dairy products in storage on October 1st is now under way. To do this a "Dairy Marketing Corporation" has been organized in which producers and distributors of both butter and cheese are represented. This is the largest storage stock of butter ever recorded on October 1st.

A processing tax is proposed to furnish funds for buying surpluses of butter and cheese. Most of these materials so purchased will be distributed to the needy and unemployed thru the Federal Surplus Relief Corporation. Charges levied will include actual cost, plus actual handling charge, plus not more than 1/8 of a cent per pound of butter.

H. C. Darger, an experienced creameryman, has been named manager of the new corporation and has opened offices in Chicago.

"Farmers are having a tough time, but they had no idea that they were so bad off 'til they joined an organization and had some paid leaders tell 'em how poor they were."—Will Rogers in Philadelphia Inquirer.

## Report of the Quality Control Department, Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of September, 1933:

No. Inspections Made	2926
No. Sediment Tests	1463
No. Meetings	6
Attendance	460
Reels Movies	0
No. Miles Traveled	32,398
Man Days, Fairs & Exhibits	1
Bacteria Tests	5738
During the month 87 dairies were discontinued from selling for failure to comply with the regulations 32 dairies were re-instated before the month was up.	
To date 270,466 farm inspections have been made.	

## Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of September, 1933:

Butterfat Tests Made	7040
Plants Investigated	39
Membership Calls	500
Calls on Members	39
Quality Improvement Calls	416
Herd Samples Tested	2
New Members Signed	15
Cows Signed	22
Transfers Made	1983
No. Meetings Attended	92
Attending Meetings	639
Brom Thymol Tests	
Microscopic Tests	

## RESOLUTION

Adopted by the Board of Directors of the Inter-State Milk Producers' Association at its meeting on July 14th, 1933. (4)

WHEREAS the membership in the Inter-State Milk Producers' Association is represented by twenty-seven directors and

WHEREAS each director represents the membership in the local units in his respective territory and to assure the membership in each respective territory a choice in selecting their representative on the Board of Directors of the Inter-State Milk Producers' Association.

THHEREFORE BE IT RESOLVED that the Board of Directors of the Inter-State Milk Producers' Association suggests that the delegated representatives of the territory from which a director shall be elected should assemble themselves and make such nominations as they see fit and present their candidates at the proper time in the annual meeting.

Directors whose terms expire with the coming annual meeting of the Inter-State Milk Producers' Association, Inc.:

J. H. BENNETT, Lebanon Co., Pa.	C. F. PRESTON, Chester Co., Pa.
A. R. MARVEL, Talbot Co., Md.	F. SHANGLE, Mercer Co., N. J.
I. V. OTTO, Cumberland Co., Pa.	R. I. TUSSEY, Blair Co., Pa.
C. H. GROSS, York Co., Pa.	F. M. TWISING, Bucks Co., Pa.
	F. W. BLEILER, Lehigh Co., Pa.

### Local Units in Directors' respective territories

BENNETT, J. H.	Quarryville, Lancaster Co., Pa.
Campbelltown, Lebanon Co., Pa.	Souther Lancaster, Lancaster Co., Pa.
East Hanover, Lebanon Co., Pa.	SHANGLE, FREDERICK, Chesterfield, Burlington Co., N. J.
Fontana, Lebanon Co., Pa.	Cream Ridge, Monmouth Co., N. J.
Fredericksburg-Jonestown, Lebanon Co., Pa.	Everettstown, Hunterdon Co., N. J.
Lickdale, Lebanon Co., Pa.	Harbourton, Mercer Co., N. J.
Mill Creek, Lebanon Co., Pa.	Hopewell, Mercer Co., N. J.
Mt. Zion, Lebanon Co., Pa.	Kingwood-Baptistown, Hunterdon Co., N. J.
Myerstown, Lebanon Co., Pa.	Mt. Pleasant, Hunterdon Co., N. J.
North Annville-Palmyra, Lebanon Co., Pa.	Pennington-Ewing, Mercer Co., N. J.
Schaefferstown-Iona, Lebanon Co., Pa.	Ringoes, Hunterdon Co., N. J.
MARVEL, A. R.	Sergeantsville-Stockton, Hunterdon Co., N. J.
Cordova, Talbot Co., Md.	Stewartsville, West Windsor, Mercer Co., N. J.
Easton-McDaniel, Talbot Co., Md.	TUSSEY, R. I.
Preston, Caroline Co., Md.	Crescon, Cambria Co., Pa.
OTTO, I. V.	Curryville, Blair Co., Pa.
Barnitz, Cumberland Co., Pa.	Hollidaysburg, Blair Co., Pa.
Boiling Springs, Cumberland Co., Pa.	Port Matilda, Blair Co., Pa.
Brandtsville-Dillsburg, Cumberland Co., Pa.	Sinking Valley, Blair Co., Pa.
Carlisle, Cumberland Co., Pa.	Williamsburg, Blair Co., Pa.
Duncannon, Perry Co., Pa.	Twining, F. M.
Ickesburg, Perry Co., Pa.	Bursonville, Bucks Co., Pa.
Lees Cross Roads, Cumberland Co., Pa.	Chalfont, Bucks Co., Pa.
Linglestown, Dauphin Co., Pa.	Doylestown, Bucks Co., Pa.
Longsdorf, Cumberland Co., Pa.	Hagerstown, Bucks Co., Pa.
Loysville-Blain, Perry Co., Pa.	Ivyland, Bucks Co., Pa.
Lykens Valley, Dauphin Co., Pa.	New Hope-Solebury, Bucks Co., Pa.
Mechanicsburg, Cumberland Co., Pa.	Pleasant Valley, Bucks Co., Pa.
Millville, Columbia Co., Pa.	Plumstead-Dublin, Bucks Co., Pa.
Newville, Cumberland Co., Pa.	Riegelville, Bucks Co., Pa.
Shippensburg, Cumberland Co., Pa.	Wycombe-Buckingham, Bucks Co., Pa.
GROSS, C. H.	Quakertown, Bucks Co., Pa.
Airville, York Co., Pa.	Barto, Berks Co., Pa.
Barlow, Adams Co., Pa.	Hecktown, Northampton Co., Pa.
Biglerville, Adams Co., Pa.	Heidelberg, Lehigh Co., Pa.
Bonneauville, Adams Co., Pa.	Kempton, Berks Co., Pa.
Davidsburg, York Co., Pa.	Limeport, Lehigh Co., Pa.
Gettysburg, Adams Co., Pa.	Lynville, Lehigh Co., Pa.
Emigsville, York Co., Pa.	Rucksville, Lehigh Co., Pa.
Hampden, Adams Co., Pa.	Sauccon, Northampton Co., Pa.
Hanover-Nashville, York Co., Pa.	Scippsville, Northampton Co., Pa.
Littletown-Two Taverns, Adams Co., Pa.	Shoenerville-Northampton, Lehigh Co., Pa.
New Oxford, Adams Co., Pa.	Steinsville, Lehigh Co., Pa.
Stewartstown, York Co., Pa.	Troxelstown, Lehigh Co., Pa.
York Hellam, York Co., Pa.	
PRESTON, C. F.	
Cochranville, Chester Co., Pa.	
Oxford, Chester Co., Pa.	



## .....OFFICIAL NOTICE.....

SEVENTEENTH ANNUAL MEETING  
OF THE STOCKHOLDERS

-OF THE-

Inter-State Milk Producers' Association  
Tuesday and Wednesday, Nov. 21 and 22, 1933

At the Broadwood Hotel, Philadelphia, Pa.

Broad and Wood Streets

BUSINESS SESSION, TUESDAY, NOV. 21st, at 10:00 A. M.

In accordance with the By-Laws, the Stockholders of the Inter-State Milk Producers' Association, Inc., will meet at the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Penna., Tuesday morning, November 21st, 1933, at 10:00 A. M., for the purpose of filling vacancies in the Board of Directors, Hearing Reports of Officers and for the transaction of such business as may be necessary.

H. D. ALLEBACH, President  
I. RALPH ZOLLERS, Secretary

## .....PROGRAM.....

10:00 A. M.—Address of Welcome by Honorable J. Hampton Moore, Mayor of Philadelphia.  
Election of Nine Directors.  
Reports of Officers and Auditor.  
Report of Field and Test Department.

2:00 P. M.—President's Annual Address.  
Discussion of Market Conditions.  
Annual Report of Philadelphia Inter-State Dairy Council, C. I. Cohee, Executive Secretary.  
"Economic Factors in Present Dairy Situation" by Dr. F. P. Weaver, Agricultural Economist at Pennsylvania State College.

## WOMEN'S OWN PROGRAM AND LUNCHEON

Tuesday, November 21st

(FOR DETAILS SEE PAGE 8)

## ANNUAL BANQUET

BROADWOOD HOTEL

NOVEMBER 21st, 1933, at 6:00 P. M.

17th Anniversary Program

Special Entertainment

T. B. SYMONS, Banquet Speaker

BANQUET TICKETS, \$1.50

## WEDNESDAY, NOV. 22nd, 1933

8:00 A. M.—Visits to Local Milk and Ice Cream Plants.  
Visits to Offices of the Inter-State Milk Producers' Association and Philadelphia Inter-State Dairy Council.

10:30 A. M.—General Public Session.  
"Looking Ahead in the Dairy Industry" by Wm. B. Duryee, New Jersey State Secretary of Agriculture.  
"Getting Down to Fundamentals" by Dr. Wm. V. Dennis, Professor of Rural Sociology at Pennsylvania State College.  
Discussion from floor.

PROXY FOR STOCKHOLDERS  
INTER-STATE MILK PRODUCERS' ASSOCIATIONINCORPORATED 1917  
IN THE STATE OF DELAWAREPROXY  
STOCKHOLDERS' MEETING

## Know All Men by These Presents

That I, the undersigned, being the owner of ..... shares of the capital stock of the corporation above named, do hereby constitute and appoint..... my true and lawful attorney

(Write in Name of Delegate and Alternate)  
in my name, place and stead, as my proxy, at the annual meeting of the stockholders of the said corporation to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, at 10 A. M. on Tuesday, the Twenty-first day of November, 1933, and on such other days as the meeting may be thereafter held by adjournment or otherwise, according to the number of votes I am now or may then be entitled to cast, hereby granting the said attorney full power and authority to act for me and in my name at the said meeting or meetings, in voting for directors of said corporation or otherwise, and in the transaction of such other business as may come before the meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead

IN WITNESS WHEREOF, I have hereunto set my hand and seal this..... day of..... 1933

Witnessed..... [SEAL]

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK

## Facts About The Four Cents

GOING FROM reports there is a misunderstanding about marketing association and Dairy Council dues—what they are, how much they are, and how they are obtained.

It appears that some reporters and editorial writers on Philadelphia papers also suffer from a misunderstanding on this matter.

First, the contracts between the Inter-State Milk Producers' Association and the members of that association expressly authorize that cents be deducted from each 100 pounds of milk marketed thru the association to be applied as dues in that association. The Inter-State Milk Producers' Association gets other funds from its members except the original payment for check certificates when issued.

The Inter-State Milk Producers' Association receives dues only from members and those dues are deducted from milk checks only with the member's written permission.

Members of the Inter-State Milk Producers' Association have also authorized dealers to whom they sell milk to deduct one cent a hundred pounds to go to the Philadelphia Inter-State Dairy Council for educational work and to advertise milk and its products. To this educational work has been added the inspection service which assures every producer that his market will not be jeopardized by other milk producers sending unsatisfactory milk to be mixed with his. An equal sum (one cent for each one hundred pounds) is matched by cooperating dealers to further extend this education and health work thru the Dairy Council thus building a larger market for milk.

## Dealers Pay Part

This makes a total of four cents: two cents by farmers to the Inter-State Milk Producers' Association to conduct its marketing activities and to check-up on dealers; one cent by Inter-State Milk Producers' Association members to the Philadelphia Inter-State Dairy Council and one cent by dealers to the Philadelphia Inter-State Dairy Council. This means a total of three cents per each hundred pounds of milk form each producer, the fourth cent comes from the dealers.

When the marketing agreement went into effect on August 25th, one provision insisted on by A.A.A. officials was that the one cent contributed by dealers to the Dairy Council be considered a part of the milk price. Therefore it is now on the records as 2 cents to the Inter-State Milk Producers' Association and 2 cents to the Dairy Council which makes it appear that

the farmer must stand the four cents. However, one cent has been added to the price of each class of milk which automatically takes care of that fourth cent.

Non-members of the Inter-State Milk Producers' Association would have received all the benefits of both the Inter-State and the Dairy Council without bearing any of the expense had they received those 3 cents per hundred pounds which Inter-State members were paying to keep a good market for everybody. To even up this matter, the cooperating dealers agreed that the price paid to such producers would be 3 cents a hundred lower and the dealers in turn, turned that amount plus their regular one cent over to the Dairy Council for educational work. That put everyone on the same basis.

## A Slight Change

Under the agreement these arrangements continue except the one cent paid by dealers to the Dairy Council is first added to the price paid by them, then deducted with the regular Dairy Council check-off. This makes it look on the surface as though the producer pays both cents of the Dairy Council check-off.

The Agreement provides that these two cents shall be paid to the Dairy Council by all dealers in the Milk Shed for its regular educational and quality control work. Also, that in place of the two cents paid to the Inter-State by its members, those who are not members pay a corresponding two cents into a special fund of the Dairy Council for check testing or whatever work the Secretary of Agriculture may request for the use of this special fund. It expressly provides that those who are not members of the Inter-State Milk Producers' Association be given the same testing and other service which Inter-State members now receive.

This subject has caused a lot of loose talk. The Inter-State Milk Producers' Association has suffered from it. The Philadelphia Inter-State Dairy Council has also suffered. The facts are available, but some people, including our severest critics, apparently have deliberately avoided getting or using them.

Every cent collected by the Inter-State Milk Producers' Association has done full duty for its members. Every cent from producers and every cent from distributors that goes to the Dairy Council also does its full work for every milk producer. There is no secret about the Inter-State and the Dairy Council check-offs and it is important that the facts be understood.

Admiral Byrd Takes  
DRIED BEET PULP  
to the South Pole

THREE Guernseys are now on their way to the South Pole region with Admiral Byrd's Second Antarctic Expedition—and DRIED BEET PULP forms a substantial part of the daily ration upon which he is depending to keep these cows up in their milk production and bring them safely through their hazardous adventure.



Admiral Byrd gets acquainted with one of his aides—Deerfoot's Guernsey Maid of Deerfoot Farms, Southboro, Mass.

## "June Pasture the Year round"

Ahead of these cows—the first ever to go on an American Polar expedition—lie many weeks of voyaging through tropical heat, over storm-lashed oceans—then long months in the darkness and bitter cold of bleak Antarctica. So it was only natural that experienced feeders advised the use of a liberal portion of Dried Beet Pulp—

"June Pasture the year round"—the feed which again and again has proved its right to a place in the ration of every cow, steer and sheep.

Dried Beet Pulp is unique. It is the whole succulent, nutritious sugar beet with only the sugar and water removed—the only vegetable feed available in commercial form, the feeding equivalent of six hundred pounds of corn silage in every sack. It safeguards health and

lunishes "off-feed" conditions. It fits into any ration and improves that ration because it aids digestion and helps the animal to assimilate all of the nutrients.

Feed it right out of the sack. Dried Beet Pulp does not need to be soaked before using. Every feed dealer has it or can get it for you quickly.

Dried Beet Pulp makes very good litter for poultry.

THE LARROWE MILLING COMPANY, Detroit, Michigan



Edgar F. Cox who will have charge of the three cows.

Deerfoot's Guernsey Maid posed before a truckload of the dried beet pulp of which she will eat her share.

An executive order signed by President Roosevelt on October 23, allows bona fide and legitimate cooperative organizations to make patronage dividends. This is really a means of dividing profits according to the amount of business each patron does with the cooperative. There had been a question whether this established practice would have to be discontinued because of certain provisions in the N. R. A.

Dairying is increasing in importance in the Province of Saskatchewan, the principal grain growing province in Canada. In June, 1933, the output of creamery butter was 3,135,738 pounds, the highest for any month in the history of the province. From January 1 to June 30, 1933, the total creamery butter production for Saskatchewan was 9,237,466 pounds.



## Wallace Signs More Agreements

THE KNOXVILLE, Tennessee, milk marketing agreement was signed by Secretary H. A. Wallace on October 7th. It provides for \$2.40 per hundred pounds of Class I milk, F. O. B. Knoxville. The average price of 92-score butter for the butterfat in the milk, plus 8 cents per hundred pounds will be the basic price of Class II milk. Class III milk will be on the same basis except 2 cents per hundred will be added to the butter price. Previous to the Agreement a flat price of \$1.20 per hundred pounds was paid for all milk.

Retail prices are 11 cents a quart, 6 cents a pint and 4 cents a half-pint. Seven counties are covered in the production area. Licenses for distributors in this area were signed by Secretary Wallace on October 24th, to be effective October 28th.

### Evansville Under Code

The milk marketing agreement for Evansville, Indiana, was signed on October 19th, effective October 23rd. This followed a tentative approval signed on September 16th. Retail prices remain at 10 cents a quart which applies to both store and delivered milk.

Class I price was set at 47 cents

per pound of butterfat in the milk, an increase of 7 cents. Class II was set at the price of 90-score butter at Chicago, plus 6 cents a hundred pounds of milk. Class III is the price of 90-score centralized carlots of butter. An equalization fund under a certified accountant is being established to balance accounts between dealers.

### Des Moines Agreement

Secretary H. A. Wallace signed the agreement for his home town on October 24th, effective October 28th. It defined the producing area as covering all or part of seven Iowa counties. Prices to producers are advanced from \$1.65 to \$1.95 per hundred pounds, F. O. B. Des Moines, on that portion of the milk used for fluid purposes. No base and surplus plan is included because the Des Moines Cooperative Dairy Marketing Company, representing the producers, owns its own processing plant. Control is maintained over the prices paid for surplus milk, however.

Retail prices were advanced 1 cent per quart with a 10 cent maximum and 7 cents for pints.

### New Orleans Signed

The milk marketing agreement for New Orleans, Louisiana, was signed by Secretary Wallace on October 27th, to become effective on October 31st. Before this agreement became effective, producers received about \$1.00 per hundred net. They are now receiving \$2.15 per hundred pounds of Class I milk, after all deductions. Class II milk is priced at \$1.70 and Class III on the Chicago 92-score butter quotation. Eighteen counties in Louisiana and 14 in Mississippi are included in the production area.

Retail prices cannot go over 12 cents a quart or under 11 cents, compared to the former 10 cent price. A milk industry board is established to "police" the agreement. On it are represented or-

ganized producers from both Louisiana and Mississippi, unorganized producers, the distributors and Louisiana University.

### Boston Plan Approved

The Boston agreement was signed October 30th, effective November 3rd, and was rushed through to meet an emergency condition. Its producing area includes most of Maine, New Hampshire, Vermont and Massachusetts and touches a few New York counties and a small part of Connecticut.

Price to producers for 4% milk is set at \$3.02 per hundred, F. O. B. Boston with deductions for freight, handling, etc., netting producers an average of \$2.31 at receiving stations. Retail prices are set according to districts with a 12 cent maximum in Boston, a 13 cent maximum in certain nearby areas and a 14 cent maximum in the Cape Cod area. Minimum prices in each case are one cent lower. Grade "A" milk prices range 3 cents a quart higher. The base and surplus plan of selling is included in the Agreement.

### Los Angeles Agreement Given Tentative Approval

The agreement for the Los Angeles market has received tentative approval from Secretary Wallace and has been sent out for signatures of contracting producers and distributors. Provision is made for no milk except Grade "A". Surplus milk is delivered to a surplus processing plant maintained by the Producers' Arbitration Committee. Grade "A" milk is bought on the basis of its butterfat, the present price being 51 cents a pound, equal to \$2.04 per hundred for 4% milk, and provisions are made for changes as the open market price of butter changes. The straight butter price is paid for surplus milk.

Retail prices for Grade "A" raw and Grade "A" pasteurized is set at 11 cents delivered and 10 cents at stores. "Guaranteed" milk is 3 cents a quart higher.

### Progress In Other Places

Shreveport, Louisiana, producers and distributors were given a hearing on their proposed agreement on October 10th, ten counties being included in the production area. The Alameda County California Agreement is being signed by producers and consumers in that area. It provides for an advance of 28 cents per hundred pounds to producers with further changes as San Francisco butter prices change.

A hearing on the proposed agreement for Omaha and Council Bluffs was held on October 19th. Produc-

ers numbering 1200 belong to the Iowa-Nebraska Cooperative Milk Association which is proposing the Omaha City agreement will be discussed at a hearing at that city on November 6th.

### Chicago Amendment

The Chicago agreement, effective August 1, has been amended, effective November 3, to advance retail prices 1 cent a quart, from 10 to 11 cents. Prices to producers are advanced from \$1.75 to \$2.10 per hundred pounds on milk for fluid sales. The Class II milk price was advanced from a straight butterfat price to \$1.45 per hundred pounds and Class III price is now three and a half times the price of 92-score butter, plus 3 cents per hundred pounds. These prices are for 3.5 percent milk and the distributors are making them effective on some being retailed and the producers as of November 1.

One way for dairymen to help their situation is to be sure not to carry any poor producers over the winter.

### November Milk Prices 3.5% Test

As recommended by G. N. Peck, Administrator of the A. A. A., and approved by the sales committee of the Inter-State Milk Producers' Association and as provided under the terms of the marketing agreement, subject to final approval by Secretary H. A. Wallace, prices to be paid producers for milk during November, 1933, and subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia during November, 1933, and until further advised, will be \$2.76 per hundred pounds or 5.95 cents per quart. This price is effective for any amount up to 85 percent of your established basic quantity.

Production over 85 percent and up to 100 percent of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat, will be \$2.37 per hundred pounds, with the usual differentials and variations at other mileage points.

**PRICE OF MILK FOR CREAM**  
The cream price for November is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving stations. The F. O. B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

**SURPLUS MILK**  
Surplus milk shipped during November, 1933, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

## Prices Our Neighbors Get

Producers supplying the Cincinnati market received in September \$1.40 per hundred pounds of Class I milk, \$1.00 for Class II and \$0.79 for Class III. These prices are for milk testing 3.5 percent butterfat.

The September price in the Pittsburgh market was \$1.62 per hundred pounds, F. O. B. market, and the county receiving station price was \$1.27 per hundred pounds. The pool plan paid from \$1.25 to \$1.58 per hundred. All prices advanced are for 3.5% milk. Charles West Virginia, paid \$2.96 for milk testing 4 percent and 98 cents a hundred for surplus.

### Peoria, Illinois

Peoria, Illinois, producers received 90 cents per hundred pounds of 3.5 milk in September. Most of the milk was processed by the Illinois Milk Producers' Association, some being retailed and the rest made into cheese or butter. This action was taken because of the refusal of dealers to cooperate in buying milk through the association.

### St. Louis, Missouri

The price of 3.5 percent milk delivered in St. Louis in September was \$1.31 a hundred pounds. The price in the 50 mile zone was \$1.16 with 2 1/2 cents variation between zones. These prices are for the total supply and a differential is allowed of 3 cents for each point variation in butterfat test.

### Baltimore, Maryland

As provided in the agreement now in effect the price of Class I milk testing 4 percent butterfat was \$2.61 per hundred pounds. Class II milk price is set at \$1.97 per hundred pounds of 4 percent milk and Class III is set according to cream prices. A price differential of 4.64 cents a hundred pounds is allowed for each point variation in test.

### Louisville, Kentucky

The September price on Grade B, 4 percent milk for fluid trade in the Louisville market was \$1.90. Excess milk was priced at \$1.01 per hundred. A differential of 2 1/2 cents a point is provided.

### Georgia Markets

The milk price in Atlanta, Columbus, Griffin and Macon, Georgia, is \$2.50 per hundred pounds of Class I milk testing 4 percent butterfat, and in Augusta, Georgia, and Aiken, S. C. the price is \$2.62 per hundred, subject to a 4 cent differential. Class II milk price is set at \$1.50 and \$1.86 respectively. Butterfat in Class III milk shall be the price of 92-score butter in Chicago, plus 20 cents a hundred pounds of milk.

### Boston, Massachusetts

Milk prices in September were \$2.07 per hundred pounds of Class I milk testing 3.7 percent butterfat and 92 cents a hundred for surplus milk. These prices are effective in the 181-200 mile zone.

Milwaukee producers are getting the same prices in October as in September, namely, \$2.00 a hundred for fluid milk and \$1.00 a hundred for manufactured milk.

### Detroit, Michigan

Prices to producers supplying the Detroit market was \$1.85 per hundred pounds of 3.5 percent milk for fluid sales. A price of \$1.25 per hundred was paid for 15 percent additional and \$0.99 for the balance delivered at Detroit. The differential for tests above or below 3.5 percent was 3 cents a point.

### Hartford, Connecticut

The price of grade B milk delivered to Hartford market was set at 7 3/4 cents a quart for October (\$3.60 per hundred pounds). Class II milk is the price of 92-score butter at Boston, plus 15 cents, multiplied by the test of the milk. Class III price is the price of 92 score butter multiplied by the test of the milk. All prices are based on 4 percent milk with a differential of 4 cents up and down from that test.

### Chicago, Illinois

Class I price at Chicago for September was \$1.75 per hundred for 3.5 percent milk, \$0.95 for Class II milk, and \$0.82 for Class III milk.

The Portland, Oregon, pool price for the first half of September was set at \$1.50 per hundred pounds. Basic milk was \$1.52 and surplus was \$1.20 for 4 percent milk.

### Wisconsin Prices

Wisconsin dairymen received an average of \$1.04 a hundred pounds for all milk sold in September, according to the preliminary estimate in the Crop and Livestock Reporter. This is an increase of one cent over the revised August figure and an increase of 14 cents over September, 1932. Milk used for cheese averaged \$0.96 a hundred in September, for butter \$0.98, for condensaries \$1.15 and market milk \$1.37. Butterfat averaged 24 cents a pound. Slightly more than ten per cent of all milk produced in this country is produced in Wisconsin.

The Maryland and Virginia Milk Producers' Association came unscathed through a grueling investigation by the Senate committee recently. Included in the charges, of which the association was cleared, was the allegation that the association was part of a "milk trust."

## Think Deeply!

Says Secretary Wallace:—

**"I wish there were some extraordinary act equivalent to a thousand NRA parades rolled into one which could make the people of the United States conscious of certain forces which they have not yet understood and which will cause them long years of the greatest misery if not recognized."**

**"I fear most of the people are still kidding themselves."** They do not like to face the fact that effective foreign purchasing power for our agricultural products has largely disappeared. If anyone reminds them that the stocks of fundamental raw materials are still more than twice the normal they begin to throw bricks.

**"Until the people are willing to hear the truth and plan accordingly** there can be no hope. At the present time we are still dodging the fact that we are a creditor nation, that we have high tariffs, that we have 40 million surplus acres of crop land for which there is no effective market, either at home or abroad, and that there are still twice the normal supplies of the fundamental commodities which move in world trade.

**"We are for the time being,** through the Agricultural Adjustment Administration, helping build a bridge toward a nationalistic economy and yet what I really hope is that we are merely tiding over a difficult situation and that, instead of retiring completely from the world market, our people will soon come to their senses sufficiently to be willing to make rational adjustments in the tariff and eventually even in the policy of lending money abroad. If we do not do these things, I know that we must be prepared to act much more radically with regard to our internal economy.

**"I want to urge on all of you the necessity of working** to the limit for sound ways of increasing foreign purchasing power for our surplus farm products. We cannot safely stop our acreage control until we have demonstrated our ability to expand foreign purchasing power in a definite tangible way.

**"We must put aside bias** and open our eyes to see all the facts. There must be clear-sighted vision of both the immediate advantages of every course, and also of the ultimate, attendant dangers.

**"It is time for the people of the United States to begin to think deeply instead of superficially."**

(This space is contributed by the Philadelphia Inter-State Dairy Council to further an understanding of the purposes of the Agricultural Adjustment Act.)

▲▲  
**Horace F. Temple**  
INCORPORATED

Printer  
and  
Designer

WEST CHESTER, PA.

BELL PHONE No. 1



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HORACE M. DOBBINS  
General Manager



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Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932.

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Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

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Gentlemen: I am interested in—

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It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....

Address.....

Street and Number

City

County

Business.....

Payroll

Make of Car.....

Model

### VISITS TO DEALERS' PLANTS

At the time of the Seventeenth Annual Meeting -

Plans have been made for members to visit various milk distribution and ice cream manufacturing plants on Wednesday morning, November 22nd. These trips will be made under the direction of the Field and Test Department.

Register at the desk on Tuesday, November 21st. Select the plant you wish to visit, and obtain free bus transportation ticket.

### REQUEST FOR HOTEL ROOM RESERVATION

The Association has arranged for special hotel facilities at the annual meeting hotel headquarters, the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pa.

These reservations should, if possible, be made through the offices of the Inter-State Milk Producers' Association, 219 N. Broad St., Philadelphia, Pa.

The special rate for rooms, with bath, is \$2.00 per day per person.

In order to be located at the Headquarters Hotel, room reservations should be made promptly.

(Fill out and return stub below at your earliest convenience)

Inter-State Milk Producers' Association  
219 N. Broad St., Philadelphia, Pa.

Please reserve room accommodation at the Broadwood Hotel for Annual Meeting at the rate of \$2.00 per day, per person.

Check day of arrival—Nov. 20th ☐ Nov. 21st ☐

Number in Party.....

Name.....

Address.....

## Market Facts

Abound in the

## Milk Producers Review

It is a reliable source of information about your market and its problems.

See Page 5 for  
Official Price Quotations

Home makers, the Home and Community Department, on pages 8 and 9, will interest you.

Annual Meeting Announcements  
on pages 1 and 12

When answering advertisements say that you saw the ad in the Milk Producers Review

INTER-STATE

# Milk Producers Review

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., December, 1933

No. 8

Vol. XIV

## THE FIGHT FOR CONTROL

**D**URING recent months the Inter-State Milk Producers' Association and its officers have stood up in the face of a lot of criticism. Such is to be expected by any organization or any individual whose work requires contact with the public. But the officers and thousands of members of the association feel that much of this criticism is unfounded or at least is beyond reason.

The Inter-State and its officers have been severely denounced before thousands of farmers at meetings called by the newly formed Allied Dairy Farmers Association. It is impossible in the space available to answer such statements for many would require pages of facts and figures to tell the whole story correctly. It actually looks like a battle for control of the Inter-State.

For example, it has been said in many of the meetings that the plan is to:

**FIRST:**—Call a special meeting of the Inter-State to amend its by-laws as follows:

(a)—Eliminate the qualification that candidates for the office of Director must own at least (3) shares of stock,

(b)—Increase the number of directors from twenty-seven (27) to forty-five (45),

(c)—Authorize the board of directors to remove any member or members of the Executive Committee at any regular meeting or special meeting called for that purpose and

(d)—Elect directors to fill the newly created offices.

**SECOND:**—Take over the Inter-State.

**THIRD:**—Salvage such records and other assets as are considered valuable.

**FOURTH:**—Give the Inter-State a decent burial.

**FIFTH:**—Turn the business over to the Allied organization.

That, Mr. Milk Producer, is what another organization wants to do to your association.

Frankly, if the majority of Inter-State members want the Allied faction to take over, control, salvage the valuables (your property) and finally bury the Inter-State—then let's have it over with. But you can not afford to let any oratorical and overly ambitious minority, whatever its motives, get control of the organization merely because a lot of members do not vote.

Members—go farther than to make your own vote count, see that your neighbor members either come to the meeting and vote or sign proxies in their own interests.

### Annual Meeting of Stockholders

On account of the pendency of the injunction proceedings in Philadelphia, which will not be disposed of in time to permit of the holding of the adjourned annual meeting on December 19, 1933, the meeting which was adjourned to that date will be further adjourned to a date to be fixed in accordance with the decision of the Court. Ample notice will be given to all stockholders of the date on which the meeting will be held.

## Let the Vote Decide

Then Have Peace

We want every active member of the Inter-State Milk Producers' Association to express his honest opinion at the adjourned meeting when it is held.

Every fair-minded man will be compelled to stand by such a vote.

If his opinions are then endorsed he should humbly accept the responsibility of living up to them. If he finds himself with the minority he should cooperate with the management as far as possible or if that is not compatible with his principles he might at least keep quiet and let the officers of the association, whoever they may be after election, work in peace.

Why such an ambition on its part?

How would their success affect you and your business?

Do you want that to happen?

There are two ways to get it—and only one way to prevent it.

You can help give the Inter-State to the Allied group by signing your proxy over to them.

Or should you fail to vote at all you will help them. No vote is letting the other fellow run your business for you.

But if you want the Inter-State to remain in the picture and continue its work of marketing your milk and protecting that market, you must give it your support. Come to the Annual Meeting and vote your own stock and you will be sure that your convictions will be expressed. Or sign your proxy over to a reliable, level-headed, fellow milk producer who will see your problems as you see them. **BUT VOTE.**



# MILK CONTROL BOARD PROPOSED

## Would Control Prices to Producers and Consumers Provides That Dealers Be Bonded

A BILL has been introduced in the special session of the Pennsylvania Legislature by Senator Clarence J. Buckman to establish a Milk Control Board. At this writing the bill has already been passed by the Senate and sent to the lower House of the Legislature.

This bill would create a State Milk Control Board with wide powers over the dairy industry as it affects Pennsylvania producers and consumers. The purpose as stated in the Bill is to supervise and regulate the production, transportation, manufacture, processing, storage, distribution, delivery and sale of milk and milk products in the State. It empowers the Board to investigate all matters pertaining to the production, manufacture and distribution of milk and milk products. It also empowers the Board to subpoena milk dealers, producers and others connected with the milk industry and records of those parties pertinent to the industry.

The Bill provides for licensing of milk dealers and makes it illegal for an unlicensed dealer to buy milk from producers or others within the state exempting only those who handle less than 3,000 pounds a month or who sell milk for local consumption in markets with less than 1,000 population.

Licenses will be revoked should the dealer reject milk from a producer without either reasonable cause or reasonable advance notice, for failure to make payment for milk purchased from a producer and for committing any act injurious to the public health or public welfare or demoralization of the price structure of milk. The license may also be revoked if the licensee is a party to a combination to fix prices contrary to law.

License fees for dealers will be graded according to the amount of business done, fourteen classes are provided with fees ranging from \$1.00 to \$2500.00 per year. The bill provides that bonds or other security be provided by dealers to the amount of one-quarter more than their monthly milk purchases. This feature is to insure that producers get paid for all milk delivered. It is provided that all dealers of milk keep certain records of purchases and sales both as to quantity and prices and records of certain other important distribution costs.

Price cuts on the part of any dealer are prohibited whether they be granted directly or by rebate for advertising allowances or any other method.

Pennsylvania producers are protected from outside milk, there being a provision which makes it illegal to pay a lower price for milk brought into the state than is paid for milk of corresponding quality within the state after making a proper allowance for transportation charges.

Referring to organizations such as the Inter-State the bill states that "no provision of this act shall be deemed or construed to affect the contracts of such cooperative agricultural association with its producers nor to affect or abridge the rights and powers of such an association or any of its operations."

It also provides for conferences with authorities of other states and the United States with respect to uniform milk control where regulations by other states or the United States may affect the dairy industry in Pennsylvania.

The bill provides that the milk control Board shall consist of the State Secretary of Agriculture who shall be its Chairman, the State Secretary of Health and the Director of the Milk Control Board who shall be appointed by the Governor.

The bill as now written provides that the Board shall be automatically discontinued on April 30, 1935.

Such a control board would have a big job on its hands. It is concerned with one of the states very largest industries, an industry which netted Pennsylvania farmers about 50 million dollars last year. Control of such an industry requires a keen insight into every variety of complicated problems. The personnel of the control board if such a board is authorized by law must be selected with extreme wisdom. The interests of producers and consumers should be its first care. Established practices and well developed trade channels must be respected except where they are against the public interest.

Problems encountered by this board will be intricate and involved and doubtless many unforeseen circumstances will arise which are not provided for in the law itself. This is further reason why extreme care must be exercised in picking

men for its personnel. It is a job that requires men above politics and any ulterior motives.

It requires men who understand the cold, hard laws of practical economics.

It requires men who understand the business of practical milk production and who sympathize with the producers in their difficulties, yet who will not permit sympathy to displace sound reasoning and consideration of future effects.

We feel that Mr. John L. McSparran and Dr. Theodore B. Appel will be valuable members of this control board and trust that

their present heavy load of work will permit proper attention to any new duties imposed on them.

The third member, to act as its director, is to be selected by the Governor, and we put our faith in the Governor's consideration of the interests of milk producers to get a capable man, the best obtainable. We are speaking in the interests of 22,000 producers in the Philadelphia area, members of the Inter-State Milk Producers' Association and in the interests of several thousand more in the same area who are not members of the Inter-State.

## MORE BULL CLUBS NEEDED

### Offer Means of Improving Herds With Small Cash Outlay

The formation in New Jersey of many more bull clubs, community organizations which enable dairy breeders to obtain the benefits of valuable, purebred sires at moderate costs, is urged by E. J. Perry, extension service dairyman at the State Agricultural Experiment Station, Rutgers University.

A bull club can be organized by four dairymen, each of whom is willing to make the necessary outlay for a valuable herd sire with the understanding that this and other bulls owned by the club members are to be moved from farm to farm to provide a complete rotation once in every four years.

Advantages of such a plan, Mr. Perry declares, are:

1. Makes possible the purchase of valuable herd sires at a cost to the individual no greater than that of an inferior bull.

2. Makes it easy, through the plan of moving bulls from farm to farm, to prove the bulls' value as breeders, and, if they are satisfactory, to use them from eight to twelve years.

3. Makes it possible to carry on line breeding and to do community breeding and community advertising.

In reporting that bull clubs already have been organized in the counties of Gloucester, Warren, and Somerset, Mr. Perry expresses the belief that "there should be 100 or more such organizations in New Jersey."

He advises that county agricultural agents will assist interested dairymen in the organization of bull clubs. From these agents help may be obtained in selecting the herd sire, in drawing up agreements of understanding, and in reaching methods of payment for sires purchased.

### Living Expenses Pointing Upward

The cost of living continues to point higher. For the week ended November 18, wholesale commodity prices, as reported by the Bureau of Labor Statistics, were the highest since August, 1931, and about 6 per cent above this time in 1932.

The wholesale market for farm products advanced nearly 6 per cent, owing largely to a sharp increase in grain prices. Textiles cost a little less at wholesale following the recent sharp rise.

On November 18 it cost 71.7 per cent as much to live as it did in 1926. President Roosevelt has indicated that he sought to cheapen the dollar until it would buy no more than it did in 1926. If that policy is definite, a rise of 28.3 per cent still lies ahead.

Ten pounds of dried skim milk in every one hundred pounds of laying mash provides the right amount of vitamin G needed in the production of eggs that hatch.

# The Charges and Answers

THE Inter-State Milk Producers' Association was temporarily restrained "until December 19, 1933, at 10 A. M., or until such time as may be fixed by the court, from holding the annual meeting for the election of directors which has been called for November 21, 1933." This decree was issued by Common Pleas Court No. 4 in the County of Philadelphia on the complaint of Robert E. Atkinson and Charles L. Wilkinson both of whom are stockholders in the Association. These stockholders are represented by two attorneys for the Allied Dairy Farmers' Association and one who represented members of the United Farmers Protective Ass'n.

This complaint was made on November 15th, less than six full days including Sunday before 10 A. M., November 21, the scheduled date of the meeting. The preliminary hearing was held on November 18th. But the information on which the complaint was based was known in full or in part for several weeks previous to the filing of the complaint. Some of this information was obtained thru a partial inspection of certain records of the association performed by agents of four other stockholders, namely:—Bruno Bobiak, J. Calvin Sterner, Artemis M. Stover and Kazimeras Stasis, who were represented by an attorney now representing the two protesting stockholders.

This short notice left the Court too little time to make the necessary investigation to see whether the charges were true or without foundation.

The injunction has hindered the association in its work. It caused an immense expense to cancel arrangements and to notify delegates and officers of the enforced adjournment. The total costs can not be estimated but most, if not all, of them will come out of the association reserve, a reserve that belongs to you stockholders.

Since the Inter-State Milk Producers' Association is a Delaware Corporation and since the questions involved are purely of the internal affairs of the association it is uncertain whether a Pennsylvania Court has any jurisdiction over the questions involved.

In order to inform Inter-State Milk Producers' Association members of the alleged irregularities and the facts about them we are presenting them opposite each other on this page. The court will have the final word on each question.

The plaintiff stockholders claim that an examination of a portion of the list of stockholders revealed the names of more than 200 persons, formerly stockholders, who are now deceased and that a complete examination of the stock records would reveal the names of hundreds more deceased persons and that the presence of those names on the stock list makes it impossible to determine who are qualified to vote.

Correct, the names of hundreds of deceased persons do appear on the stock records. But the stock is still property and it must remain on the books until the executors or administrators of the estates of those deceased persons make legal provisions for transferring the stock or cancelling the certificate or other legal steps are taken. In the meantime such stock can be voted by anyone duly authorized by the court to act for the estate of the deceased person.

The stock records of the Inter-State show irregularities with 1692.9 shares shown on the stock ledger for which no consideration is shown on the general ledger and that \$4232.25 was transferred from Surplus account to the stock ledger account to cover it. Also that these shares appear to have been issued without consideration.

Those of you who attended the 1932 Annual Meeting received a complete report on that point. Inter-State's Certified Public Accountants found clerical errors made during the early years of the association and other evidence that the bookkeeping methods used in those years were to blame for this condition. They found nothing that even resembled the issuance of stock without consideration.

The two complaining stockholders state that 36.6 shares of capital stock were issued in October 1932 and that of the \$91.50 par value receipts were found for only \$31.50 and they further charge that certain shares of stock were issued during that period without consideration and therefore were not entitled to vote.

A lot of mistakes in that one. First 64.3 shares were issued during that period; second, had this been a complete audit it would have been found that 38.6 shares were issued for cash which is shown on the records; third, that 22.4 shares were issued to take the place of certificates for the same number cancelled in transferring; fourth, that an .8 share certificate was issued as a duplicate after due proof had been made of the loss of the original certificate and fifth, that 2.5 shares were issued and cancelled during that period.

Vacancies which have occurred since the last annual meeting have been filled by appointment by the Board of Directors for the unexpired terms as provided in the by-laws but which the plaintiffs aver is contrary to a Delaware law.

This point has not been tested in court and no legal decision is available to cover it. It is doubtful if a Pennsylvania Court has a right to interpret a Delaware law.

It was stated in an affidavit accompanying the injunction that dates on some certificates appeared to have been changed from November 21 to October 31, 1932, so as to enable the owner of that stock to vote.

The records show that contracts for every share of this stock were dated previous to October 31, 1932, and that holders of only three of the certificates totaling 4.6 shares used voting privileges at the 1932 Annual Meeting.

The plaintiffs were told by a Certified Public Accountant and therefore they further aver that the officers of the Association are not keeping an accurate or proper record of stock issued.

An actual and complete audit of every stock transaction originating since the 1931 annual meeting shows no error whatever. The system now used is patterned very closely after the stock record system used by the Pennsylvania Railroad.

On the basis of these allegations the plaintiffs asked the court to prevent the holding of the annual election until impartial experts had, among other things, established the voting qualifications of stockholders, to then fix a date for the annual election of directors and that the election be held under the supervision of the court.

The court appointed Mr. Thomas F. Gain as Master to investigate and report on the jurisdiction of the court and if the court has jurisdiction then to investigate the stock records, report to the court and then supervise the election of directors when held by order of the court. This point of supervising the election is right in line with steps previously taken by Inter-State officers to have Certified Public Accountants take charge of the election and the counting of votes.

The Inter-State regrets the cost, confusion and delay occasioned by this action. It is felt, however, that prompt action by the court will compel a showdown on the real merits of the case and the motives behind it.







# Should the Inter-State Be Abolished?

## "NO" says Amos Kirby and Here Are His Reasons

WE are reprinting the following article from "New Jersey Farm and Garden." It was written by Amos Kirby, a farmer who is well acquainted with what is going on in agriculture. A few paragraphs and passages of the original article have been omitted for the sake of brevity. In doing this every effort was made not to change the trend of thought or to destroy Mr. Kirby's balance of arguments. We do not subscribe wholeheartedly to all of Mr. Kirby's statements but since this article shows the result of real thought we are offering it for your attention.

"I am a member of the Inter-State Milk Producers' Association and have been a stockholder for about fourteen years although I have not been an actual shipper all of this time. During the last two months I have been carefully following the milk marketing problems in the Philadelphia area. In fact for nearly five years I have been closely connected with the organized movement of the Farm Bureau and the State Grange that brought about the formation of the New Jersey Milk Control Board. . . .

### LOOKING AHEAD

"I am looking ahead for the next five years. Here in New Jersey is the Milk Control Board which has about eighteen months yet to go before it will automatically be removed. . . . Here also is the United Milk Producers' Association, a newly formed state-wide organization which is primarily concerned with the marketing of milk produced in this state. . . . One can see, for the next two or more years, both of these organizations filling a need in our milk marketing problems, and that both are entitled to the loyal support of producers and consumers.

"The need is seen, however, for a consideration of the dairy farmers' problems beyond state lines. With the federal government laying plans to divide the entire country into zones and establishing milk sheds, the New Jersey producer cannot set up his own organizations without considering the producers in Pennsylvania, New York and other states. It is at this point that the Inter-State Milk Producers' Association comes into the picture, to perform a service that no other group is prepared to offer the dairyman.

"The fact must be recognized that the Inter-State has been in existence for something like sixteen years during which time it has been the spokesman for the milk producers in five or six states, and it has built up an organization that has accomplished some good for the producers. No organization that has been in existence

for the same period as the Inter-State has been can honestly be abandoned without a heavy loss. . . .

"I hesitate to set myself up as a judge on the important question of whether the dairymen should discard the Inter-State and adopt the Allied as their official organization to speak for them in marketing councils and in the formation of production policies, but I would like to suggest that we compare point by point the program of both organizations before we decide to abandon the organization that has carried us this far.

### A COMPARISON OF PRINCIPLES

"It has been my privilege to attend the hearings on the milk code held in Philadelphia in September. I heard the various witnesses outline their plans for the new organization in reply to the questions from Dr. Woodward and others, and as they were analyzed it became apparent that, beyond a few minor details, the Allied group will set up a similar organization to that now operating under the name of the Inter-State. It has also been my privilege to attend a number of annual meetings of the Inter-State and to vote my stock in person. If any dairy farmer feels that the association has not represented him fully it has been largely because of his own neglect in attending meetings. The only time that any group ever asked for my proxy to vote at the annual meeting was in the early winter of 1932 when a member who is now affiliated with the Allied group requested it for the purpose of opposing the present management.

"I am also convinced that the Inter-State has always represented the best interests of the dairymen of the Philadelphia area as far as they were able. During those times when I have attended the meetings of the Inter-State Milk Producers' Association, I cannot recall when I have ever seen over 1000 members present and I have never seen the time when these delegates were not given the opportunity to speak and vote as they pleased.

"As I see matters today, and with the proposed code that has been drawn up by the Allied Dairy Farmers' Association, I cannot help but be convinced that the rank and file of the dairymen of New Jersey, as well as those of the other states included in the Philadelphia area, are going to get as good, or a better, deal from the existing organization than if they swap horses now. . . .

"At no time in the past 100 years has the dairy farmer had laws such as he has today that would give him a 'break' with the powerful companies that purchased his product.

"During the past decade the Inter-State has been hampered in its attempt to secure a favorable price for the milk from its member farmers. The Inter-State has been, and still is,

a bargaining association. It has no laws to back up its demands for a fair price for milk. In all of its dealings with the big milk companies it could not say to these distributors, 'You must pay so much for milk.' It has not been until the last few months that the dairy farmer has had a law that gave him any protection. In the past when the directors of the Inter-State have met the distributors it has been a matter of getting the best bargain possible which, at the best, has been little enough.

"Regardless of whether the Allied replaces the Inter-State or whether both function in the same field, without the federal administrator in the milk shed with ample power to enforce rules and regulations the big milk companies would continue to bring in cheap surplus milk from the West and demoralize the local markets.

"I question whether the Allied can improve on existing marketing conditions if the laws are fully enforced, protecting our home dairymen from cheap Western surplus milk. In this connection both the producers and the dealers will soon learn that they must mend their ways if order is to be secured in the dairy business.

### THE NEXT STEP

"The next step in the dairy industry will call for a curtailment of the milk supply. Possibly the producers will not like it, but the day is not far distant when the federal government is going to solve the surplus problem by compelling producers to cut production to the actual needs of the market. And I wonder whether the Allied could do a better job on this question than the Inter-State. At the same time we are likely to see the profits of the big distributors brought down to reason, with a portion of their usual huge surplus given to the farmer in the form of higher prices.

"I question whether there is room in the field for two major milk marketing and milk bargaining organizations. In answering the question whether the Allied should supersede the Inter-State, the idea keeps coming up in my mind whether the dealers will recognize the Allied group and buy any milk from them while the Inter-State is in existence and whether the federal government will recognize the Allied until it has a membership as large or larger than that of the Inter-State.

"Milk producers who are members of the Inter-State will find that when they come to cancel their membership they must find a buyer for the stock they hold as their names will remain on the books of the association until that stock is transferred.

### ALLIED SERVED PURPOSE

"Without discrediting the purpose of those producers who had the courage to form the Allied Dairy Farmers' Association and who carried the fight

to Washington, I am wondering whether they have not already served their purpose. As I see it, the big job they started and actually accomplished has been the focussing of the government's attention on the huge profits of the big milk companies.

"All dairymen will admit that the actual complaint of the 22,000 milk producers in this area has been against the low prices that the dealers have paid for milk and the imposition of surplus prices on milk that was sold at the full fluid market price. The actual fight has not been against the association but against a system that had developed a monopoly through the formation of huge trusts and corporations that dealt in dairy products. In their attempt to revolt against the milk buying system of these trusts the Inter-State became the goat and has been given the rap by a group of its members who wish to destroy the organization that has been their salvation in the past.

"I am also convinced that if the Allied Dairy Farmers' Association accomplishes nothing else than the awakening of a public consciousness toward the plight of the dairy farmer, it has justified its existence and is worth all that it has cost.

"It has, I am happy to state, aroused the dairymen to the need for a strong and active organization. It has awakened in the heart of thousands of farmers an intention to take more interest in their organization and to back up its officers as never before. . . .

"It also has started producers to thinking more about the management of their organization than ever before and has stimulated a move that will result in more stock being voted at the annual meeting than ever before. It may or may not result in the injection of new blood into the Inter-State and the replacement of a few leaders, but at heart it is going to take the serious consideration of the 22,000 producer members to decide whether they should junk the old boat and build something new and untried just as the greatest battle for co-operative marketing of all time is about to bring some permanent results to agriculture."

Mr. Kirby's discussion was fair, yet, we understand that Mr. Kirby has been severely criticized by some of his fellow dairymen who evidently think it wrong to look squarely at a problem and face all the facts. Should every member of the Inter-State look at the milk marketing problem as fairly the whole question would be greatly simplified. It would result in cooperation in place of agitation, information in place of rumors, understanding in place of condemnation.

## Proxies—What They Are

### FOLLOW SIMPLE RULES TO KEEP THEM LEGAL

A PROXY IS SIMPLY giving another person the right to perform certain things for you. With the Inter-State Milk Producers' Association it is giving that other person the right to vote for you in transacting certain business of the association at a called meeting of stockholders.

The form printed at the bottom of this page is legal and when the blanks are properly filled in it will be recognized at the adjourned Annual Meeting of the association. Every proxy must bear the signature of the stockholder, the signature of the witness and the date on which the proxy was signed. These three blanks must be filled out in the presence of the witness. The proxy must also bear the name of the person who is to act for the stockholders. If desired, two or more names may be included. The proxy holder's name may be printed or written in at any time before or after the signing of the proxy by the stockholder and witness.

An heir cannot vote the stock of a deceased person unless that stock has been duly transferred on the books of the association, according to the by-laws of the association. A fiduciary, under Delaware law, can vote the stock of a deceased person. This means that the executor or administrator of the estate of the deceased person can vote the stock if signed as follows:

JOHN SMITH, Executor (or Administrator) of the Estate  
of HENRY SMITH, deceased.

Such proxies must be accompanied by a short certificate or similar form as designated in each state from the Clerk of the Court which appointed the executor or administrator, stating that they were so appointed by the Court. This certificate will be held by the Association and may be used at the time of transferring the stock at a later date.

In the form provided below the stockholder may empower those named therein to act in his name or the stockholder may cross out those names and insert such other names as he may wish. Your local delegate is suggested as the logical person to vote your stock if you should rather have him do it than those named. Both these parties are loyal members of the Inter-State and are the kind of men who will consider the interests of all dairymen when voting at the annual meeting. It is strongly urged that all proxies be filled out with ink, thus preventing all chance of changes.

Since the election of directors and other voting at the annual meeting will be under the direction of a Master appointed by the court any question concerning disputed rights and voting points will be put to him for decision.

Did you sign a proxy with a blank date? If so, and you change your mind later and want to make out another one it may be difficult to prove which one is legal. In other words, the one you signed first may be dated last and it may count even tho it is held by someone who will vote against your wishes.

If you signed an undated proxy and you later change your mind prepare a signed, dated and witnessed statement giving the date you signed any earlier proxy and if you can recall them the names of the witness and the person named on the proxy. This statement should accompany your last proxy. Whether such a statement would be

sufficient to throw out the discarded proxy is a question that will have to be settled by the Master, but at least, it will do no harm and it has an excellent chance of saving your vote.

But the one sure way to throw out any and every proxy you have signed and make your vote count as you want it to count is come to the meeting and do your own voting. No system, proxy or trick in the world can beat that method.

Use that proxy and have your neighbors use theirs. A complete vote will assure everyone as to just what the milk producers in the Philadelphia area want. Again, urge your neighbor members to vote. Make your own vote count.

## Butterfat Produced Cheapest With High Yielding Dairy Cows

The Bureau of Dairy Industry has just finished tabulating the records of the dairy herd-improvement associations for the season 1931-32. The results, according to Dr. J. C. McDowell, who is in charge of these investigations, again furnish striking evidence that culling, feeding, and breeding are the important fundamental principles in the development of an efficient and profitable dairy herd.

Dr. McDowell reports 881 associations in active operation in 44 states on January 1, 1933, with 186,683 cows on test for a full 12 months, during which time they produced an average of 7,858 pounds of milk containing 310 pounds of butterfat. This was 83 percent more than the average production for all dairy cows in the United States, according to Dr. McDowell.

"The records of all cows on test for 12 months were sorted and placed in groups according to butterfat production. The production ranged from zero to 1,044 pounds. There were 500 cows that failed to pay for their feed, and 1,600 more that paid for their feed but returned little or nothing for labor and overhead.

"As butterfat production per cow increased from group to group there was a progressive increase in the cost of feed per cow, a more rapid increase in the income over cost of feed, and a decrease in the feed cost per pound of butterfat

produced. The tabulated figures show that the feed cost per pound of butterfat was 42 cents for cows that produced 100 pounds a year, 25 cents for cows that produced 200 pounds a year, 20 cents for cows that produced 300 pounds a year, and 16 cents for cows that produced 400 pounds a year. These results in actual practice are convincing evidence that the most economical production is obtained from high-producing cows."

Although the average production of all dairy cows in the United States has declined each year since 1929, there has been no decline in these associations since the work began in 1906, according to Dr. McDowell. In fact, he says, butterfat production per cow in these associations has advanced more rapidly since 1929 than in the year immediately preceding. The average for all association cows in 1929 was 296 pounds, in 1930 it was 302 pounds, in 1931 it was 306 pounds, and in 1932 it was 310 pounds.

"Culling out the undesirable cows is one of the quickest ways to bring about a higher average production in the average herd, and consequently a more economical production", he says. "In connection with the study of these records, we found that more than 30,000 cows were culled from association herds in 20 states in 1932, and that 70 percent of the culls were removed because they were low or unprofitable producers."

## PROXY FOR STOCKHOLDERS INTER-STATE MILK PRODUCERS' ASSOCIATION

### INCORPORATED 1917 IN THE STATE OF DELAWARE

### PROXY STOCKHOLDERS' MEETING

#### Know All Men by These Presents

That I, the undersigned, being the owner of \_\_\_\_\_ shares of the capital stock of the corporation above named, do hereby constitute and appoint James M. Anderson of Wynnwood, Pa., and/or Alvin K. Rothenberger of Center Point, Pa., and/or \_\_\_\_\_

(Write in Name of Deceased and Alternate)

my true and lawful attorney in my name, place and stead, as my proxy, at the Annual Meeting to be held in the Broadwood Hotel, Broad and Wood Streets, Philadelphia, Pennsylvania, or elsewhere, as otherwise directed or designated, at 10:00 A. M. on Tuesday, the Nineteenth day of December, 1933, and/or at any adjournment by reason of adjournment of the annual meeting scheduled to have been held the Twenty-first day of November, 1933, and/or at any other meeting held subsequent or prior thereto, as authorized by Decree of a competent Court or otherwise, and in the transaction of such other business as may come before the said meeting or meetings, in voting for directors of said corporations or otherwise, and in the transaction of such other business as may come before the said meeting, as fully as I could do if personally present, with full power of substitution and revocation, hereby ratifying and confirming all that my said attorney or substitute may do in my place, name and stead, hereby expressly revoking any and all proxies or Powers of Attorney of like tenor given by me.

IN WITNESS WHEREOF, I have hereunto set my hand and seal this \_\_\_\_\_ day of \_\_\_\_\_, 1933

Witnessed \_\_\_\_\_ [SEAL]

PROXIES MUST BE DATED AND WITNESSED—SIGN IN INK



# Home and Community

Elizabeth McG. Graham, Editor



'Twas the Night Before Christmas!

## Carols For Christmas

Do you ever wonder a bit skeptically as Christmas approaches whether you will this year feel any of that little glow within which has in the past always come to set the Christmas season apart? Most of us do.

There is no better way perhaps of getting in the spirit of Christmas than the singing together of some of the beautiful carols which have come down to us through hundreds of years from the Europe of our ancestors.

Many people still preserve the happy custom of gathering together on Christmas-eve, as a group from the school, the church, or as just families of friends, to sing carols in some home, or best of all, out in the open from door to door. Lighted candles are sometimes carried by the carollers, following the quaint old custom.

For carol suggestions, the National Recreation Association, (315 Fourth Ave., New York City) publishes "Christmas Carol Sheets", for \$.80 per hundred, and "Stories of the Christmas Carols" at \$.25 per copy.

## The Rain Pool

"I am too small for winds  
To mar my surface,  
Yet I hold a star  
Which teaches me,  
Though low my lot,  
That highest heaven  
Forgets me not."

—Unknown.

## Holiday Evenings At Home

For happy holiday evenings when the children are at home with no lessons to do, plan some of the special evenings suggested below, and the young people will be reminded that they can have the best of good times without spending money on ready-made amusements the near-by town. And no one else has the fun of a family which "does things together", the old with the young!

**An Evening of Song**—Some families enjoy an evening near Christmas spent in singing familiar songs and carols. Ask the neighbors in, and all harmonize together.

**An Evening of Play**—Its fashionable now for even grown-ups to play simple games such as hide-the-thimble at parties! People are worn out with feverish modern amusements. Let Grandmother teach you a game of the '70's.

**A Drama Evening**—Hang curtains at the double doors. Get out some of the old-fashioned clothes from the attic, and the grown-ups dramatize scenes from the days "When You and I Were Young." It will delight the younger mem-

bers of the household! Or if the sitting-back habit is too strong, let the children show their skill. They will "make up" their own plays and stage them too.

**A Puzzle Evening**—The world is still puzzle mad. You can find cross-word puzzles, ask-me-another, anagrams, cut-outs, jig-saws in papers and magazines. The young people will be willing to prepare for the puzzle evening by getting them cut out, and the puzzles pasted on old cardboard.

**An Evening of Reading Aloud** We moderns would be less tire-some to ourselves—and to each other—if we would not only have an occasional evening of reading aloud during the holidays, but would develop the habit of reading good fiction, poetry, or history, with the first twenty minutes of the Reading Evening given over to "current events." Mothers might well bring out all their tedious tasks and get the family at them. While one person reads aloud about adventure or travel or achievement—your darning, nut cracking, and other odd jobs will get done like magic!

## More Than Bread

"We ask", they said, "for special consideration of plans for three of our greatest rural needs—paint, lights and waterworks, and making other improvements needed to give rural Carolina a new look of hope and confidence in the future."

But who, on the farms of North Carolina, during the past few years, has had the courage, even if the money, to paint? Who could look past the tax bills and the mortgage to lay hold again on earlier ambitions to supply the farm with lights and running water?

If the new deal means anything, it means not only a new distribution of the material but a chance for the spirits of men and women to express themselves in practical zeal for those things their hearts crave.

**And the men and women of the farms, like men and women of the cities and towns, crave more than bread and meat and shelter.**

—NEWS AND OBSERVER,  
North Carolina.

## False Advertising

"The drug, food and cosmetic interests are raising howls of anger and spending barrels of money on lobbies and propaganda against the Pure Food and Drug Bill which is to be paraded before a Congressional committee soon. After Congress convenes January 3rd, brickbats will fly fast and furious, because the government says there shall be a new deal for consumers; no longer shall false statements and ballyhoo filch the public's pocket-book, but every label and statement must set forth the truth. "The proposed Tugwell Bill is to protect public health and to prevent deception of consumers. The government has but little power over advertising. It can prohibit misleading labels, but cannot prevent false advertising over the radio and on the printed page unless the Tugwell Bill is passed."

—"Pennsylvania Club Woman"

Old apple trees make good firewood.

## Everywhere, Christmas

Everywhere, everywhere, Christmas to-night!

Christmas in lands of the fir-tree and pine,

Christmas in lands of the palm-tree and vine,

Christmas where snow-peaks stand solemn and white,

Christmas where cornfields lie sunny and bright,

Everywhere, everywhere, Christmas to-night!

—PHILLIPS BROOKS

## The Open Mind

Our entire country is going through a period of great change. Would that each of us would more than ever try to prepare ourselves to make our decisions wise ones by gaining all possible information about not alone dairying, but our local government, taxation, school policies,—yes, and our attitude towards the vast and intensely interesting program of the national government.

## Your Shopping Service

Louise E. Drotleff

1 Special arrangements have been made to extend to you a "one day special" offered by one of the Philadelphia department stores if you act quickly. A 9 inch "come-apart" cake pan, a medium size earthen batter bowl—which comes in a lovely yellow, green or blue—and a spiral egg and batter beater may all three be obtained for 49 cents.

2 If you do not already have molds for baking Lady Fingers (they are usually expensive) here is your opportunity to buy a tray of 12 molds for 35c.

3 Supper by the fireplace is a lovely way of entertaining on a Sunday evening during the Christmas holidays, and two or three ten-cent grills for cooking hamburger, bacon or eggs over the fire will add much to the "company's" fun.

Note:—These art d'oe will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded to the shops where they may be purchased. Address: Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.

## Guess What Makes It Christmas

Hannah McK Lyons



A mother said to her children,  
When the embers flickered low:  
You guess what makes it Christmas.  
And I'll answer  
"Yes" or "No."  
Candles don't make it Christmas!  
Holly berry? Nil!

Ribbons? Not the rarest!  
Ice cream? Never will!

Santa? An Alias!  
Tree? Not yet!  
Mistletoe? Nor greenest!  
Apple? Needn't get!

It's something—  
Deep within you, dear,  
Money cannot buy.  
Priceless little bits o' love  
Makes it Christmas—Try!

Again we are hearing the old refrain, "Well, few gifts from me this year", but a little later we find that about the same planning is going on and we rejoice for a gift as only an expression of that "priceless bit o' love" we have for a friend.

It is not the expensive "Mama Doll" nor the "Electric train" that gives the most real pleasure; and we often find them left standing while "Martha" made from a black stocking; or a line of discarded boxes that makes a very real train with engine gets all the loving care.

Not the expensive gift, but any one thing that shows you cared enough to plan bringing that priceless little bit o' love." My gift of last year most enjoyed was not a greeting "Mother's attic" and contributed ends of left over wall paper; an original design was stamped on the back, and it is treasured as one of the rare thoughts.

One large family had years of all going back home at the Christmas-tide. Today father and mother are gone to the Homeland; most of the children have their own homes and children; but this season is not complete if sometime during the week they do not have a day at the old home and carry out the old customs.

Did I say, "the way gifts are given?" For example, the Bran Pe delights the younger set touched as it is with the feeling of mystery. All gifts are carefully wrapped and marked with the child's name. Uncle John has recently brought from the barn a large basket of bran. A wash tub or a clothes basket makes the picnic, and he packs a layer of bran either, and yet you know there is a God, for He gives you all the good things you have."

Yes, there is a Santa Claus and we know it because of all the "priceless bits o' love" shown at this season!

are ready for a romp. It is easy to guide them to the living room where, on a big sheet, The Bran Pan stands. Each child in turn makes a cut, delving deep into the bran and bringing out a package. An older cousin reads the name written on the package. Another child takes a turn and the hunt goes on. Can you imagine the shrieks of laughter as each gift is found? Very inexpensive they may be, a few things needed for school, perhaps, and a very few toys; but by the time the hunt is ended each child numbers about half a dozen articles in a jealously guarded pile. The opening of packages and comparisons begin so there is little need of many games and the sunset says, "time to start home."

Will they ever forget these days at the home which was mothers or grandmothers in the old days? We are hearing much today of some way to tie more closely home bonds; some way to strengthen family and community confidence. Are not these children being given the belief and confidence that if aught happens to them in the big world with which they must soon struggle, that there are the home folks who will know and understand and will stand ready to help?

Are you asking "What of Santa Claus? Does he enter into this scheme?" May I answer in the thought of Leigh Mitchell Hodges when he wrote to a small girl who asked him to settle a school dispute and tell them, "Is there a Santa Claus?"

"Is there a Santa Claus? Sorry will be the day when there is not, and sorry the grown folks who will not rise to the blessings of this season and use the wonderful opportunity to teach the trust of life lessons. You will learn the world is full of fine things you cannot see or touch or hold, and yet they are just as real as the things you can see and touch and hold."

"Santa Claus is one of these. I do not know that any one ever saw him. There are men dressed up to look like him at Christmas time, and there are many pictures of him in books, and some people may have seen him in dreams, but the one real Santa Claus is like the wind, for you see what he does every year, but you cannot see him doing it. You cannot see God, either, and yet you know there is a God, for He gives you all the good things you have."

So, the dinner ended the children

## Where We Live

OUR communities will only be as fine as the love we have in our hearts for the fine things of the community. We must love our communities into places of larger life and fuller beauty.

OUR communities will only be as fine as our eyes see all that is fine in them; and we can with keen imaginative eyes of hope and faith and vision make new communities of our old communities.

OUR communities will only be as fine as in our courage we will make them fine; and by our courage the communities can be changed into the kind of communities we want them to be. For we build communities as we build our lives, by dreams and by ideals; and by daily work.

FOR nearly all of us Courage, Adventure, Beauty will only come to us where we live. Here or nowhere else on earth we shall find them.

—CHARLES W. PIPKIN.

## The Optimist

A man who has spent much time in the national capital—incidentally a life-long Republican who always has seemed somewhat over-prejudiced in favor of his party—said to me yesterday, "The thing that has most impressed me in Washington is the general habit of facing facts, even when the facts are far from pleasant. In all my experience I never have seen so many persons so intent upon dealing with a situation as it actually exists. Under such circumstances it would seem to me we cannot fail to arrive at some sort of solution for the major problems which confront us."

None of us is wafted through this life on flowery beds of ease. None can escape a certain, and usually large, measure of difficulties and distress. These form an inevitable part of each life, and while some persons may appear to be more or less exempt from such trials, the appearance usually rests on one lack of knowledge concerning what these individuals really are forced to deal with.

This being the case, isn't it simply a matter of horse-sense to look conditions and circumstances square in the face; to walk right up to each new peril or problem, and say to it, "I want to find out exactly what you are, so I may be able to deal with you on that basis. I don't want to shut my eyes to actualities and whisper to myself soft hopes that I am sure, from experience, cannot be realized."

A make-believe world is all right for dreaming, but for doing we must boldly and resolutely attack the ranks of things as they are. The contest may be staved off in one way or another, but nothing is gained in the end. If we are going to make any progress, the struggle must come sooner or later, and when we are wise enough to choose the "sooner", we have more time "later" to reform our forces or to rejoice in victory.

—LEIGH MITCHELL HODGES,  
in the Public Ledger



## Making Sweets For the Children

The best sweet for children does not take away the appetite for other foods. The demand may be supplied by dates, prunes, or figs, stuffed with marshmallow strips and rolled in granulated sugar. These make a candy which is satisfying as well as wholesome. The dried prunes and figs should be soaked until soft before stuffing, and then filled until they are plump and natural in shape.

Candied apples, and popcorn balls, are also recommended for children. Whatever the form of the sweet, however, it should be eaten only after meals.

## "Favorite Recipes From Our Readers"

### Raw Cranberry Salad

Wash, stem, and put through the medium-sized plate of the food chopper 1 qt. raw cranberries. Add to this 3 medium-sized oranges, peeled and diced, with all juice saved. Add 1 c. chopped nuts. To 1 pkg. lemon jello, add 1/2 c. sugar and 1 3/4 c. hot water, stirring until sugar and jello are dissolved. Cool. Add first mixture. Chill, and serve in large or individual molds, serving on lettuce leaves, topped with salad dressing.

—E. M. O.



## Trucking Code Would Hinder Farm Hauling

Opposition to the proposed federal code for the trucking industry, which would prevent farmers from hauling produce or supplies for each other and add to farm costs, is developing among farmers' organizations.

It is believed that under the proposed code no farmer could haul a neighbor's milk, hay or other produce to market for compensation even once in a year without filing a schedule of rates, securing a license or permit, securing and displaying insignia and complying with all the rules applicable to a commercial trucker. No farmer driving into town could bring back a few bags of feed for another farmer for compensation without complying with all the regulations applied to a regular trucking business. This code would in a measure prevent farmers from following the age old practice of "swapping" work. It would compel every farmer to do his own hauling, or to hire a commercial trucker, every time he wanted a crate of eggs taken to the railroad station for shipment, or wanted a load of fertilizer from town.

A statement by Charles W. Holman, Washington, secretary of the National Cooperative Milk Producers' Federation, asserts that a purpose of the code "seems to be to build up the American Trucking Association by practically requiring every owner of a truck to become a member."

"It has developed," says Mr. Holman's protest, "that it is the purpose of those proposing the trucking code to cover every person, firm or corporation, private or cooperative, which is operating one or more trucks or horse drawn vehicles. The only person excepted would be the farmer when he is hauling his own produce or supplies."

Mr. Holman's statement says the code would raise farmers' trucking costs 50 to 75 percent "at a time when agriculture is fighting for its existence. It is foolish to suppose that the trucking industry can pull itself out of the depression by standing upon the shoulders of the over-burdened farmers. We refuse to submit ourselves to those who are interested not in the restoration of agriculture, but in obtaining for themselves the largest profits possible."

Many cooperative leaders are urging farmers to write their Congressmen and Senators, Secretary of Agriculture Wallace, Governor W. I. Myers of the Farm Credit Administration and General Hugh S. Johnson at Washington protesting against the proposed code.

## Milk Prices Compared

GOVERNMENT reports show that producers supplying Philadelphia with milk have fared much better than those supplying many other large markets. Not only have the prices paid to producers been relatively higher but the cost to consumers has been lower than in comparable markets.

The table immediately below gives the prices paid to producers and the prices paid by consumers for standard or grade "B" milk from 1920 to 1929:

Chart A. The following table is summarized from the Technical Bulletin No. 179, May 1930—Co-operative Marketing of Fluid Milk, by Hutzel Metzger, Bureau of Agricultural Economics, United States Department of Agriculture.

1920 to 1928 Inclusive		
	Weighted average price 4% Milk, f.o.b. City to Producer	Average Retail Wagon Price to Consumer
1. Philadelphia	7.29¢ per quart	12.4¢ per quart
2. Baltimore	7.26¢ " "	13.5¢ " "
3. Pittsburgh	7.22¢ " "	14.2¢ " "
4. New York	7.05¢ " "	15.1¢ " "
5. Boston	6.82¢ " "	14.7¢ " "
6. Cincinnati	6.29¢ " "	13.3¢ " "

Adjusted to 4% basis

This is proof that Philadelphia distributors have taken a narrower spread than in the other important markets named. Whether or not the spread was still too wide here in Philadelphia is not shown by the figures. We feel certain that the larger and more efficient dairy companies made a good profit during those years. On the other hand there is strong evidence that many of the smaller dealers found the spread too narrow for about 90 percent of the Philadelphia milk distributors of fourteen years ago are no longer in business. Doubtless many of them merged with other companies, some thru choice, but more of them from necessity.

The second table, reproduced below, gives the figures for Philadelphia and two neighboring markets as released in a government report last July. It shows that about the same price relationships prevailed right up thru April of this year, the last month covered in this governmental study. A marketing agreement has since (November 1) given Boston producers a slightly higher price but with a wider spread than prevails in Philadelphia.

Chart B. The following table is summarized from the Report on the Survey of Milk Marketing in the Northeastern States—Farm Credit Administration in Co-operation with National Co-operative Milk Producers' Federation and United States Department of Agriculture, July 1933.

1931-1932, and part of 1933		
	Weighted average price 4% Milk, f.o.b. City to Producer	Average Retail Wagon Price to Consumer
1. Philadelphia	5.6¢ per quart	10.5¢ per quart
2. Boston	4.6¢ " "	11.3¢ " "
3. New York	4.5¢ " "	12.7¢ " "

Adjusted to 4% basis

These figures are given so as to supply facts to those who desire them and who may wish to use them for intelligent discussions of the milk marketing situation in the Philadelphia area.

### Dairy Exhibit Succeeds

It is estimated that about 3,250,000 persons visited the Dairy Industries Exhibit at the Century of Progress Exposition at Chicago. This was about one-seventh of the total paid admissions at the entire exposition and as each visitor went to the fair at least three times the Dairy Exhibit attracted almost one-half of all visitors.

### U. S. Is Not Alone On Gold Problem

The United States is one of thirty-four countries which have abandoned their legal fixed prices for gold and are raising the price of gold, F. A. Pearson, professor of prices and statistics at Cornell University, told members of the Cooperative Grange League Federation Exchange at their annual

meeting in Syracuse recently. By raising the price of gold, he pointed out, these countries hope to overcome the effect of declining commodity prices.

The price of gold in the United States, Canada, England, and South Africa is now about fifty-five percent above pre-war, and the price of gold in Australia, New Zealand, and Denmark is about double pre-war.

"When a country permits the price of gold to vary," he stated, "it can establish any price level it desires independent of other countries, and by that act establish its internal business conditions largely independent of conditions prevailing in other countries."

### A Hard Dollar

Professor Pearson also said: "A dollar based on a legal fixed price for gold is a 'hard' dollar that rings true on the counters of the world but does not ring true on the domestic counters of a nation. It buys a stable amount of foreign exchange of countries with monetary units that are 'hard.' However, it is unstable at home, because it buys more domestic commodities at one time than it does at another."

"Most of the present difficulties of agriculture in the United States," he said, "arise from monetary chaos rather than from any fundamental change in production or consumption of farm products. Neither the United States nor the world is suffering from indigestion arising from too much production of commodities. The United States and the world are in reality suffering from malnutrition due to underconsumption of commodities."

Up to October 21, he pointed out, the price of gold in dollars was determined by the world market situation for dollars in gold and by policies of other governments. On October 23, the United States changed its policy and since October 25 has been setting the price of gold in dollars.

"If the price of gold advances, it is to be expected that the prices of butter and cheese in storage on basic commodities will rise more rapidly than retail prices of food or the cost of living, and that the equilibrium will be gradually re-established as the general price level approaches its normal relationship to the level of debts, taxes, wages, salaries, public utility rates, and other fixed charges."

"After four years of unprecedented depression, we can not expect complete recovery instantaneously," Professor Pearson said.

Double the value of farm manure as a fertilizer by supplementing each load of it with fifty pounds of superphosphate.

## The Dairy Situation

THE dairy market situation is heavy with a terrific producing capacity being built up. The number of cows on farms is constantly increasing and observations of the United States Department of Agriculture point to even a larger number of milk cows a year from now. In addition, many beef cows are being milked because even present milk and butterfat prices in the west central states makes a better outlet for feed than can be obtained with the low price of beef.

A brake on dairy production is furnished by the relatively higher prices. This has resulted in less grain being fed and is doubtless a reason for the lower production of milk.

While farm butterfat prices have increased 29 percent since March 1932, farm milk prices about 34 percent but does not ring true on the domestic counters of a nation. It buys a stable amount of foreign exchange of countries with monetary units that are 'hard.' However, it is unstable at home, because it buys more domestic commodities at one time than it does at another."

A government report on milk production trends states "In the period, July to September 1933, a pound of butterfat was equivalent to the price of 22 pounds of feed grains at farm prices, compared with 33 pounds during the same period of 1932, 30 pounds for the years 1925-1929, and 22 pounds in the period 1910-1914. This change in the relationship between butterfat and grain prices in the last 6 months has been one of the most important developments in the dairy price situation. The present relationship, if continued . . . will tend to curtail production."

It is generally recognized that the great rise in dairy prices or the drop in feed prices would greatly stimulate butter and milk production.

There is little chance, however, for any great increase in dairy prices. Again on November 1st records were broken for amount of butter and cheese in storage on date. Butter in storage totaled 160 million pounds and American cheese storage stocks were almost 96 million pounds on that date. The butter supply was 93 million pounds larger than a year ago and 65 million over the 5-year average while the cheese supply was 29 million over a year ago and 18 million over the 5-year average.

Together, the storage supply of butter, cheese, and evaporated milk is 87 percent greater than a year ago. Evaporated milk is now moving into trade channels very slowly.

The market news service of the United States Department of Agriculture reports a decrease of 2.9 percent in amount of manufactured dairy products going into trade channels during the first ten months of the year and an increase of 4.2 percent in production of those products.

A substantial increase in butter manufacture has been reported in some market milk areas, especially New York State, indicating a substantial excess over fluid needs. Altogether, production has been kept in control in most market areas and in some a rigid cow-culling program has been observed. This has been more than balanced over the country, however, by more cows and milking of beef cows.

Prices showed slight decreases during the last month with 92-score butter going down one cent in Philadelphia and Boston and three-fourths of a cent at New York and Chicago. Although the milk strike in Wisconsin reduced the amount of cheese put on the market there was no marked change in prices.

Market milk prices held steady except where marketing agreements went into effect. These, almost without exception, resulted in higher prices to producers on the milk used for fluid sales. Some markets with agreements previously in effect obtained slight raises to producers. Except in a few cases where the cooperating producers handle their own surplus the basic-surplus plan is a part of the agreements.

Plans are being rapidly completed for the Pennsylvania's eighteenth annual Farm Show which will open in Harrisburg Monday morning January 15, and continue for five days, the Show management reports. Progress on arrangements to date, indicate by far the best farm exhibition yet to be staged in the mammoth exposition building.

### Plans Moving Rapidly For State Farm Show

The commercial space has been placed under contract more successfully than in either of the previous two shows and entries in the livestock departments including dairy and beef cattle, horses, swine and sheep, overflowed the available accommodations long before final date for closing entries.

The poultry department which has grown into the largest winter show of its kind in the entire country, will be filled to the very limit again this year. Entries have been received from all parts of the country. In addition to chickens, ducks and geese. Baby

chicks—newcomers in the Show a year ago—will be back in larger numbers. Other extensive exhibits will include corn, small grains, potatoes, milk, tobacco, apples, vegetables, maple products, apiary products, wool, eggs, foods and clothing. Preliminary programs covering the annual conventions of more than thirty farm organizations, have been compiled. These programs promise to be more informative to members this year than ever before. In addition to numerous discussions on cutting cost of production and increasing the quality of products, officials from Washington, D. C., will appear at many of these meetings to explain the procedure, operation and results of the National Agricultural Adjustment projects.



## DRIED BEET PULP makes everybody happy!

There are smiles all around when DRIED BEET PULP is in the ration. The dairyman is happy because he gets bigger milk checks. Cows are happy because they feel better—because they don't go "off feed" or have other trouble—and because they relish the delightful root-like flavor, the "June Pasture" succulence and palatability, that Dried Beet Pulp brings to any ration.

Dried Beet Pulp is unique. It is the whole succulent, nutritious sugar beet with only the sugar and water removed—the only vegetable feed available in commercial form. It is light, bulky, palatable and mildly laxative. It safeguards health. It fits into any ration and improves that ration because it aids digestion and helps the animal to assimilate all of the nutrients, and it's just as good for steers and sheep as for dairy cows.

The use of Dried Beet Pulp does not add to the cost of your feeding. You simply use it in the place of corn, oats or other carbohydrate feeds. It combines splendidly with cottonseed meal, gluten feed, soybean meal or brewers' grains. When hay is high priced or scarce, six pounds of Dried Beet Pulp will do the work of ten pounds of hay and do it better. If you have no silage, five pounds of Dried Beet Pulp is better than twenty-five pounds of silage for milk and health. And feed it right out of the sack. Dried Beet Pulp does not need to be soaked before using.

Every feed dealer has it or can get it for you quickly. Order a supply today. Prices are unusually low. Dried Beet Pulp is one of the cheapest feeds as well as one of the best now on the market.

Dried Beet Pulp makes a good litter for poultry.

THE LARROWE MILLING COMPANY  
DETROIT, MICH.

The entire object is to get every family in the land to use more cheese. Fluid milk producers are most surely included in this appeal.

Storage stocks of cheese are the largest on record, being almost 30 million pounds larger than a year ago. The simple plan of having every family in the land use one extra pound of cheese during cheese week would practically wipe out that surplus.

To achieve this aim the value of cheese as a food and the urge to buy cheese is a planned feature in retail stores over the entire country. Advertising, radio, merchandise displays and the press are all being used to put over the story of "Serve Cheese and You Serve the Nation."

It would easily be possible for dairymen themselves to use up this cheese surplus and thus strengthen the entire dairy market situation. Should every dairy farm family use an extra pound of cheese every week for ten weeks an actual cheese shortage would be created. The more common types of cheese are actually considered food bargains because of their high nutritive value combined with a reasonable price.

### National Cheese Week

"Serve Cheese and Serve the Nation" has been selected as the slogan of National Cheese Week, December 11-16. This is a chance for every dairyman to "help himself" for every action which will create a demand for one dairy product will help the producer of every other dairy product.



## Eight Percent of Pennsylvania Milk Used in Manufacture

State Produces 370,000,000 Pounds Over Fluid Needs

PENNSYLVANIA produces more milk than is needed for its fluid milk and cream requirements according to statistics recently released by the United States Department of Agriculture. About 620 million pounds of milk were manufactured into butter, cheese, ice cream, condensed and evaporated milk during 1932. During the same year, an additional 350 million pounds of milk was made into butter on the farms where produced.

Published reports state that about 250 million pounds more milk were brought into the state than were shipped from it during the same period.

This left 370 million pounds of milk produced on Pennsylvania farms last year that had to be used for making manufactured dairy products. This milk is commonly called surplus and if it should become too large will depress our fluid milk market. Every pound of that milk was competing directly with milk produced in the middle west under low cost conditions and sold at even lower prices.

These facts show that if Pennsylvania did not bring in a pound of milk from beyond its state line there would still have been more than enough to supply another million persons at the same rate of per capita consumption now prevailing in Philadelphia which is about two-thirds of a pint daily or 260 pounds a year.

The amount of each dairy product made in Pennsylvania factories in 1932 is shown in the following table, together with the amount of milk needed in making each product. This table does not include 365,000,000 pounds of milk used in making butter on the farm during 1932. Much of this milk would quickly find its way to city markets if there should be a demand for it.

From these figures it is evident that Pennsylvania with its production of 4,370,000,000 pounds in 1932 has a surplus of milk above its fluid needs and that there is an interchange between states resulting in Pennsylvania manufacturing into other products the equivalent of all milk imports plus about eight percent of the domestic production.

Dairy Products Manufactured in Pennsylvania, 1932  
(In Factories only)

	Lbs. Manufactured	Lbs. from 100 Lbs. of Milk	Lbs. of Milk Required
Butter, .....	11,086,000	45	246,356,000
Cheese, hard, .....	1,731,000	10	17,310,000
Cheese, soft, .....	1,387,000	14	9,907,000
Cream and other cheese, .....	7,471,000	44	16,752,000
Condensed whole milk, .....	30,310,000	43.5	69,676,000
Evaporated milk, .....	21,473,000 gal	8 25 gal.	260,279,000
Ice Cream, .....			
Total Milk equivalent, .....			620,280,000
Estimated Net Imports into State, .....			250,000,000
Pennsylvania Milk Used in Manufactured Products, .....			370,280,000

## Butter Campaign Now Organized in 35 States

The campaign, to stimulate the use of butter by both farm and city people has progressed rapidly in the last few weeks. The theme of the campaign "Increase your slice and decrease the surplus", expresses the purpose of this program.

This campaign appeals to the producers of dairy products to use more butter in their homes, not alone because of its economic importance to the farmer but because more butter added to the family menu can make of the simplest food delicious and palatable meals.

The Committee of the Butter Industry, of which Mr. Clyde Bechtelheimer is Chairman and Mr. M. G. Van Buskirk is Secretary, reports that state committees of the industry have been appointed in 35 states and that the proposed plan is receiving enthusiastic support. National leaders in extension and vocational education have promised their hearty cooperation.

Letters have been sent to the State directors of extension and professors of dairying explaining the program and requesting their support.

The proposed program has been planned by the National Dairy Council. In his letter to the directors of extension Mr. Robert W. Balderston, Manager of the Dairy Council states:

"The dairy industry is at present confronted with a surplus of dairy products, expressed in terms of milk, of about three and one-half percent, and this is largely in the form of butter. This condition, which has developed during the past six months, requires the co-operative effort of all who are concerned with stabilizing as well as improving markets for dairy products.

"Cooperating with the Agricultural Adjustment Administration in its efforts to establish a prewar parity for dairy products, the but-

ter industry has appointed a special committee to organize a promotional educational campaign to increase the consumption of butter and other dairy products as a sound and effective means of improving market conditions. The National Dairy Council has been designated by the industry as the agency through which this educational program is to be carried out.

"Among the projects which have been developed and approved is one to stimulate a fuller appreciation and increased consumption of dairy products by rural people residing on farms and in villages and towns. In order to make this program effective the Dairy Council is soliciting the support and co-operation of rural leaders."

Butter posters and leaflets for use in stores, schools and rural meetings are being prepared and distributed.

The program will stress the appetite appeal of foods cooked with butter and the fact that butter, because of its unique qualities, adds food value to the meal. As plans develop publicity will be extended to the large city centers.

## Cost of Production

Much is being heard in the press of the demands of certain farm groups for "cost of production" and a guaranteed price above that figure. There are really some farmers who want the government to guarantee them a profit, regardless of their ability as farmers. At present, this has no place in the farm plans of the administration nor is the idea endorsed by the more conservative farm organizations. It is rather difficult to imagine, with the ability and efficiency of farmers varying, with the productive capacity of land ranging indefinitely even in the same counties, and all kinds of marketing conditions, how any definite figure on cost of production would apply. —MILES H. FAIRBANKS.

## Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of October, 1933:

No. Butterfat Tests Made, .....	6309
Plants Investigated, .....	37
Membership Calls, .....	14
Calls on Members, .....	522
Quality Improvement Calls, .....	40
Herd Samples Tested, .....	183
New Members Signed, .....	7
Cows Signed, .....	45
Transfers Made, .....	1
Meetings Attended, .....	54
Attending Meetings, .....	2541
Brom Thymol Tests, .....	68
Microscopic Tests, .....	299

## December Milk Prices 3.5% Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during December, 1933, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia, during December, 1933, and until further advised, unless a retroactive change is authorized will be \$2.60 per hundred pounds or 5.6 cents per quart. This price is effective for any amount up to 85 percent of your established basic quantity.

Production over 85 percent and up to 102 percent of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mileage points.

## PRICE OF MILK FOR CREAM

The cream price for December is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

## SURPLUS MILK

Surplus milk shipped during December, 1933, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

When Admiral Byrd takes Guernsey cows on his South Pole expedition he furnishes an excuse for a lot of farmers to leave the broken windows in the stable go another winter. Farm and Dairy.

Uncle Ab says that most of the things that aren't half bad are altogether bad.

## Board Meeting On December 5

THE special meeting of the Board of Directors held on December 5th was attended by all directors except Tallman and Wil-

son, who are ill. Mr. Twining reported on the resolution passed at the last board meeting concerning special precautions in stirring milk weighing tanks. The Pennsylvania Department of Agriculture has ruled that it is the responsibility of every dealer to see that accurate samples of all milk purchased. Maryland and New Jersey authorities have requested additional information.

Considerable discussion followed about the "A" milk situation and the reported over-supply of this milk. Tentative policies were discussed as to how to handle the situation. Further information was needed before a final policy could be adopted. This is to be worked out soon.

The bills to establish a Milk Control Board in Pennsylvania were discussed but no certain bill was endorsed. The need for capable personnel on the Board if established, was emphasized by several members. Mr. Stitt called attention to a statement by a Philadelphia attorney to the effect that cooperatives with out-of-state charters (Inter-State) should not be on the same basis as those with Pennsylvania charters.

Mr. Welty and Mr. Stitt seconded a motion that Mr. Gross be appointed to follow up legislation on the Milk Control Board.

Discussion on enforcement of the marketing agreement followed which developed into a motion by Mr. Tussey that the president, vice-president and secretary with additional members of the board be appointed of A.A.A. officials that every step be taken to get rigid enforcement of the agreement.

Mr. Gross reported on the an-

nual meeting of the National Co-operative Milk Producers' Federation at Chicago. Reports from other sections as given there furnished proof of the excellent condition of the Philadelphia market and representatives of other cooperatives realized it.

Many questions were then asked of Mr. Dent, representing Inter-State legal counsel, as to the status of the annual meeting, the injunction, etc. These matters are covered elsewhere in this issue.

Directors then reported on sentiment in their local districts and the attitude toward those directors whose terms expire. It is apparent that those directors who have not refused to become candidates again will receive the support of local delegates.

Tactics and methods of and claims made by a competing organization were discussed.

## Improve Sugar Bush By Thinning Trees

Where the sugar bush is composed of a thick stand of maples and other trees, thinning the stand will improve it for sugar production, declares F. T. Murphy of Penn State College. The wood cut out may be used either for boiling sap or for fuel purposes in the house.

A good sugar tree must have a full crown of branches, Mr. Murphy says. Maples used for tapping suffer loss of leaf surface and reduced sap flow when they are crowded by other trees. Removal of the competing trees permits the productive trees to develop a full top.

Gradually, all of the "off" species in a sugar bush should be cut so that the area will seed in and grow up into a fine stand of maples. Development of a bush in this way will reduce the production costs of future maple syrup.

## Progress With the A. A. A. St. Louis Agreement

The agreement and license for milk in the St. Louis area was signed by Secretary Wallace on November 22. It was the thirteenth market to receive final Federal acceptance of an agreement.

The agreement provides for a price increase to producers of a little more than one cent a quart with an f.o.b. price of \$1.95 a hundred pounds for Class I milk and \$1.21 for Class II milk of 3.5 percent test. The December price of Class III milk will be \$1.03. Class II and Class III price will be determined on the basis of 92-score butter at Chicago.

These changes will increase the income of dairymen in that area about \$4,300 a day. About 14,000 farmers in 39 Illinois and 34 Missouri counties are affected.

## Los Angeles Signs

The milk marketing agreement for the Los Angeles area was signed by Secretary Wallace on November 16. This agreement stabilized an unsettled market and its greatest benefit was in that direction. Price increases, though important, were considered secondary in actual benefit.

The agreement as signed carried the same price schedule reported in the tentative proposed code covered in the November Review.

## Tentative Approval

Three important milk markets have prepared marketing agreements which have been given tentative approval by A.A.A. officials. These are Richmond, Virginia, five Georgia and one South Carolina markets under one agreement, and Louisville, Kentucky.

The proposed agreement for Richmond provides an f.o.b. price of \$3.02 per hundred pounds of 3.7 percent milk with bonuses for special milk. Class II and Class III milk are also included.

The proposed Georgia agreement has been covered in these columns

previously. The proposed price schedule to producers has been in effect for several weeks and is as reported on page 15 of this issue.

The Louisville agreement is being proposed by the Falls City Cooperative Milk Producers' Association representing about 1600 producers. The proposed agreement will increase their return about \$3,600 a month. There will be no increase in the 11-cent price to consumers.

## Reopened For Hearings

The Chicago Milk Marketing Agreement was reopened for public hearings late in November. This was at the request of Mayor Kelly. Among the questions to be aired are the effects of the price schedules on production and consumption, dealers spreads, the operation of the base and surplus plan, and cash-and-carry prices.

A public hearing was called at Boston for December 5 to hear proposed modifications of the agreement and licenses for the greater Boston milk marketing agreement.

## Amendments

A change in the milk marketing agreement for St. Paul and Minneapolis grants an increase in price to producers from \$1.42 to \$1.70 per hundred pounds with the retail price raised from 8 to 9 cents a quart. The price paid producers and the price charged consumers varies with New York butter quotations, the point of change being lowered from 26 to 24 cents a pound which permitted the change.

The Detroit agreement was changed with regard to certain classifications. It is expected that the producers will receive a slightly higher average price and no change is made in prices to consumers.

Sergeant: "Did you shave this morning, Jones?"

Recruit: "Yes, sergeant."

Sergeant: "Well, next time, stand a bit nearer the razor."

IF - YOU DON'T FEED YOUR COWS, DOWN GOES PRODUCTION, AND YOU'RE LICKED!



IF - YOU FEED THEM ONLY BOUGHTEN FEEDS, UP GO YOUR EXPENSES, AND YOU'RE LICKED!



BUT - YOU DON'T NEED TO BE LICKED EITHER WAY. FERTILIZE YOUR PASTURES AND HAVE GOOD GRAZING FROM FROST TO FROST.



TOP-DRESS YOUR PASTURE ONCE IN FIVE YEARS WITH 200 POUNDS OF AMMO-PHOS \*HIGH-ANALYSIS FERTILIZER PER ACRE.

EACH SPRING OF THE INTERVENING FOUR YEARS, TOP-DRESS WITH 200 POUNDS OF GRANULAR AERO CYANAMID PER ACRE -

AND YOU WILL PRODUCE A LARGE PART OF YOUR ADDITIONAL FEED AT ABOUT HALF OF WHAT IT WOULD COST YOU TO BUY IT.

\*REG. U.S.PAT. OFF. AND PRINCIPAL FOREIGN COUNTRIES

AMERICAN CYANAMID COMPANY

Manufacturers of "Aero" and "Aero-Plus"

535 FIFTH AVENUE, NEW YORK, N. Y.

Cyanamid is NITROGEN plus LIME



## Jersey Farm Show Plans Under Way

Plans for making 1934 New Jersey Agricultural Week completely representative of New Jersey's varied agricultural industry were formulated at a recent meeting of representatives of the state's farm organizations in the offices of the State Department of Agriculture. The week, which annually includes a program of agricultural meetings and the New Jersey Farm Show, will be held in Trenton, January 23 to 26.

Demonstrations and discussions of practical farm value were planned for the meetings to be held throughout the week. In addition to the annual State Agricultural Convention, which will open the week's program, individual sessions will be held to interest fruit and vegetable growers, poultrymen, beekeepers, and dairymen.

It was decided at the meeting that the Farm Show, which annually includes comprehensive exhibits of farm equipment and machinery, should feature machines in actual operation. One-third of the floor space of the Trenton Armory, where the show is held, will be devoted to educational displays and exhibits of New Jersey farm products.

Interest in the competitive classes of the show is already manifest among the farmers of the state, William C. Lynn, of the Department of Agriculture and manager of the show, reported. He stated that in some instances, growers have already selected and put aside the products that they will exhibit.

## The Good Old Days

Excerpts from an editorial "Our Bread and Butter" printed in the October, 1928, issue of "The Dairy Farmer"

**D**AIRY products rank first among all sources of cash income on our farms. Milk and cream checks written out to dairymen totalled \$1,767,000,000 for the year ending June 30, 1927. Total cash farm income was \$9,981,000,000 from all sources.

"The product of the dairy cow brought in one dollar out of every \$5.65 paid to farmers, or 17.7 percent of the total. This is more than twice as much as was received for wheat, forty percent more than for cotton and fifty percent more than for cattle, which includes veal calves and dairy stock sold to packers, both really a part of dairy income. It is sixty-nine percent more than was received from the sale of hogs, and the combined income from poultry, vegetables and fruit failed to equal the income from dairy products. Corn, the Middle West's big crop and the fuel for political fires, added less than one-fifth as much to the checking account of the American farmer thru direct cash sales than did the product of the dairy cow.

"That is only a part of the picture. Immense quantities of milk are consumed by the farmer and his family without entering into commercial channels. The same is true of butter and, in some cases, of cheese.

"The dairy cow's earning power is remarkably steady thruout the year. The milk check comes every month and June, the flush month, shows less than a half larger return than November, the lowest month.

"But in spite of dairying bringing the farmer \$576,000,000 more cash in a year than corn and wheat sales combined, the condition of the dairy market receives practically no attention from the metropolitan press. A current market notice buried on the market page in small type is its share, but rarely, if ever, does it get a headline. Perhaps this is because

day by day demands are met mainly by current production, about half of the product being consumed within four days after its production. There is little chance for speculation and small occasion for future trading so the trade is not abused by these practices.

"Perhaps we are better off without this attention. We can build our industry and develop our markets and marketing system without the advice, possibly useful but more likely useless, which such attention would surely draw from the public. Dairymen will continue to lead in producing our farmers' 'bread and butter'—with emphasis on the butter."

That was the dairy picture five years ago. But dairying is no longer a shrinking violet. It is now getting too much of the spotlight for its own good.

Dairying prospered in those days and prices were at a level that gave reasonable hope of paying interest and taxes and eventually paying off the mortgage entirely. Compared to prices of other farm products dairy prices are still relatively good, but compared to fixed overhead charges are far too low.

Is that why milk gets headlines now? And does this attraction really help the industry? We hear too much about marketing agreements, strikes, spreads, protests, graft, rackets, oppressed producers, gouged consumers.

It all makes news. Facts are not needed, just let someone talk publicly about it and news is made. More news is created if a contradiction is made. Whether it is hot air or dynamite it is given headlines as soon as it is let loose. In the face of all this the erection of a solid foundation or the laying of a cornerstone to a sound marketing program is lost in the scuffle unless the dynamite breaks up this foundation or attracts otherwise uninterested attention to it.

## Joseph M. Vial Joins Maryland College Staff

Appointment of Joseph M. Vial as specialist in animal husbandry has been approved by President Raymond A. Pearson of the University of Maryland, it is announced by Dr. Thomas B. Symons, director. Mr. Vial comes from the University of Illinois and for many years was specialist in animal husbandry at the Pennsylvania State College.

Extensive experience in practical livestock work, as well as the technical training mentioned, make him especially fitted to serve the livestock interests of Maryland, Dr. Symons states.

## Ask Mortgage Law Changes In Jersey

Revision of state chattel mortgage laws is needed to meet the credit and refinancing problems of New Jersey farmers, the Governor's Emergency Farm Mortgage Committee decided at a recent meeting in the offices of the State Department of Agriculture. It resolved to work toward the adoption of changes that it believed would give relief to the farmers.

Legalization of an arrangement whereby a farmer could give a chattel mortgage for the full amount of his credit needs but only draw

the money as needed to finance his operations is the first change sought by the committee. According to present state laws, the full amount of the mortgage must be received by the farmer when he gives the mortgage. The recommended change, the committee felt, would enable farmers to plan their financing in advance and yet save considerable sums in interest by not actually borrowing the money until they need it.

The second change advocated by the committee would enable farmers to add to or substitute the collateral listed in a chattel mortgage with the permission of the mortgage holder.

Landlord (to prospective tenant): "You know we keep it very quiet and orderly here. Do you have any children?"

"No."

"A piano, radio, or victrola?"

"No."

"Do you play any musical instrument? Have you a dog, cat, or parrot?"

"No, but my fountain pen scratches a little sometimes."

Uncle Ab says consistency is what a man calls on when he wants an excuse to repeat a mistake.

## Prices Our Neighbors Get

### New York City

The Dairyman's League News reports as follows: "October net pool (cash plus certificate) to members of the Dairy- League Cooperative Association, Inc., for grade 'B' milk cancy created when Kenneth Clark resigned to become manager of a number of farms in Frederick County. He is a graduate of the University of Illinois and for many years was specialist in animal husbandry at the Pennsylvania State College.

From these prices is deducted 5 cents for expenses and 7 cents for Certificates of Indebtedness to be issued.

### Chicago, Ill.

The amended agreement for the Chicago market calls for a price of \$10 per hundred pounds f.o.b. Chicago for milk for fluid sale. 11 milk price is \$1.45 per hundred pounds and Class 111 depends on the price of 92-score butter.

### Cincinnati, Ohio

October prices for the Cincinnati market were \$1.70 per hundred pounds for 3.7 percent milk with a differential of 3 cents for each one-percentage variation in test. 92-score milk brought 24 cents per pound of butterfat and second grade milk brought 17 cents per pound of butterfat.

### Hartford, Connecticut

The Connecticut Milk Control Board set a price to producers of 4 cents a quart, f.o.b. market for November. This is \$3.60 per hundred pounds of 4 percent milk and applies to base milk only. The price of milk sold for cream used in manufacturing purposes was based on its butterfat content at 8 cents per pound above the price of 92-score butter in Boston while milk used in making butter was purchased on its straight butterfat value.

### Georgia Prices

The price of Class 1 milk (for fluid trade) was set at \$2.50 for 4 percent test f.o.b. market in Atlanta, Columbus, Griffin and Macon, Georgia, in November. Corresponding milk brought \$2.62 in Augusta, Georgia, and Aiken, S. C. Class 11 milk price was \$1.50 and \$1.86 respectively at the different markets. Class 111 milk was set at the price per pound of 92-score butter in Chicago, times the butterfat test, plus 20 cents a hundred pounds.

### Detroit, Mich.

October prices in Detroit were \$1.65 for a hundred pounds of 3.5 percent milk, f.o.b. market for 100 percent of base. Excess milk

brought 81 cents a hundred pounds. The price differential was 3 cents on each one tenth of one percent variation in test. The base price quoted is after deducting a 5 cent equalization fee.

### Peoria, Illinois

The pool price to members for 3.5 percent milk f.o.b. Peoria was 92 cents per hundred pounds for October. This was 21 cents below October a year ago.

### St. Louis, Missouri

The price of October milk testing 3.5 percent butterfat was \$1.16 at country stations in the 50-mile zone with 2 1/2 cents less for each ten miles additional. The net f.o.b. price was \$1.31. These prices were for the total supply.

### Minneapolis—St. Paul

The price paid in the Twin City markets in October was \$1.30 per hundred pounds of 3.5 percent milk. This price is for the entire supply with a schedule of \$1.42 f.o.b. market for milk for fluid use.

### Boston, Massachusetts

The New England Milk Producers' Association reports a Class 1 price of \$2.07 per hundred pounds of 3.7 percent milk in the 191-200 mile zone. The surplus price was \$1.78, a hundred pounds in the same zone, a drop of 14 cents from September. Substantial increases were granted in November when the marketing agreement went into effect.

### Milwaukee, Wisconsin

The announced price for November remained at \$2.00 per hundred pounds of 3.5 percent milk for fluid purposes and \$1.00 a hundred for additional milk with a provision that when the Chicago 92-score butter price reaches 25 cents the surplus milk price shall be increased. The four largest dairies reported that from 44 to 47 percent of their purchases went into fluid sales.

### Wisconsin Prices

The average price paid to all Wisconsin milk producers was estimated by the crop reporting service to be \$1.05 per hundred pounds in October, an increase of one cent over September but one cent under July, the year's high and 26 cents over the March price. Milk for cheese brought \$.97; for butter, \$.99; for condensaries, \$1.16; and for fluid use, \$1.38.

Uncle Ab says that in spite of winter, and of the claims of California or Florida, he is glad that he lives where there are four seasons.

## Dodging Facts

Secretary Wallace said recently:

"The squabbles which are going on now between groups of farmers, between business men and between laboring men are truly pathetic in view of the common problem which all of us must face."

"Ever since the War, we have dodged facts."

Our extraordinary resources, our scientific understanding, and our mass production have enabled us to do the most foolish things without the penalty which to any other nation would have been fatal.

"For fifteen years the United States has blundered along refusing to decide whether she would use her creditor position in world affairs to assume a position of world economic leadership or whether she would toss overboard the debts owed from abroad and follow a policy of strict nationalism, or whether she would adopt some combination of the two. The prompt solution of this problem is more important to farmers than to any other large class of our population."

"If we follow the international program, we absolutely must receive great quantities of goods from abroad, and must not be disturbed by the clamor of the people who are hurt thereby. If we follow the national program, we must resolutely plan to keep 50 million acres of land out of use, no matter how loud may be the outcry of certain carrying, handling, processing, and exporting interests."

"The important thing, once we have fully debated and understood the issues from a long time point of view, is that we follow out the policy steadfastly and firmly in all of its implications even though certain people are hurt."

"It seems to me that both agriculture and labor are now definitely headed upward and that we can get them moving there with unusual speed if we can get the bulk of right thinking American citizens to look at the thing in a big way instead of a narrow, selfish way."

This space is contributed by the Philadelphia Inter-State Dairy Council to aid in furthering an understanding of the national program for agriculture under the Agricultural Adjustment Act.

## BROADWOOD HOTEL

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## NOTICE

OF THE ADJOURNED

## ANNUAL MEETING

OF THE

## Inter-State Milk Producers Association

At the request of Robert E. Atkinson and Charles L. Wilkinson, two stockholders of the Inter-State Milk Producers' Association, presented through their counsel before Common Pleas Court No. 4 in the city of Philadelphia and by consent of counsel for the association, a temporary injunction was granted to restrain the Inter-State Milk Producers' Association from holding its election of directors at the annual meeting scheduled to have been held at the Broadwood Hotel, in Philadelphia, Pennsylvania, at 10:00 A. M., November 21st, 1933. Consequently all sessions of the annual meeting were adjourned until such time as the election may be held.

The Court decreed that the election may be held on Tuesday, December 19th, 1933, or at such other time as it may decide.

It since has been decided to further adjourn the meeting to a date to be fixed later. Newspapers throughout the territory will be asked to carry news of the meeting when definite word is obtained. "The Review" will carry a definite announcement if time permits.

Every director, fieldman and delegate will receive notice as soon as definite word is obtained. We urge you to get in touch with your local delegate or the director from your district to find out for sure as to the date. The names and addresses of all directors are given on page 4.

It is hoped that the adjourned meeting will carry exactly the same schedule as originally planned. The regular business and special features will remain scheduled for the same hour on, respectively, the first and second days of the meeting as announced in the November "Review."

Arrangements made by and for delegates and others such as hotel reservations, banquet tickets, etc., will be held over for the adjourned meeting unless the Inter-State office is notified otherwise.

THIS MEETING IS IMPORTANT

WATCH FOR THE DATE

COME IF POSSIBLE

RECEIVED

JAN 19 1934



INTER-STATE

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., January, 1934

No. 9

## Happenings in the A. A. A.

### Personnel Changed—Dairy Policies Uncertain

THE social unrest which has swept the country, causing labor strikes, farm "revolts", political disturbances and numerous other disorders which result from a disordered social structure seems to have reached the A.A.A. at Washington. Changes have occurred there recently on a wholesale order.

G. N. Peek resigned as Administrator of the A.A.A. and now occupies another position in the Department of Agriculture. He was succeeded by Chester C. Davis. At almost the same time, Dr. Clyde L. King resigned as Chief of the dairy section and was succeeded apparently on a temporary basis by J. H. Mason of Des Moines, Iowa. A recent press release announces consolidations of bureaus and sections, transfers of responsibilities and a large number of changes in personnel. It is hard for the public to determine how much of this reorganization took place as a part of the transition from getting started to actual smooth operation and how much was due to non-conformity with policies or to changes in policy.

Difficulties unforeseen in May are causing unmeasured trouble in January. The dairy situation as a whole has shown a decided turn for the worse during the last few weeks. The beef situation is tied up closely with dairy troubles and beef is not included as a basic commodity in the agricultural adjustment act. It is expected that the present congress will amend the act to include beef.

The Dairy Marketing Corporation was organized to buy butter for relief but when it quit buying in December butter prices went on the toboggan. About the same time urgent requests were made that a \$200,000,000 fund be created to help the beef and dairy industries, also imposing processing taxes to pay the bill.

Additional suggestions include the destruction of dairy cows affected with tuberculosis and abortion and weeding out the low producers, thus safeguarding the health of the public and getting rid of the milk produced by the least desirable cows. Other suggestions such as holding all veal calves until six

weeks old and limitations of feed purchases by dairymen have been proposed as means of controlling milk production.

In the middle of all this the Pure Milk Association, representing producers supplying milk to Chicago, requested that the Chicago Milk Marketing Agreement be set aside on January 1, 1934. This request compelled Secretary Wallace to cancel the agreement. Previous reports from Chicago indicated

followed. It is known that the A.A.A. is considering cancelling all retail and wholesale price clauses in marketing agreements. Such an act would open wide the doors to price cutting and would demand the most rigid enforcement of price schedules to farmers. Without such enforcement it is a foregone conclusion that the producer will "take the rap" in any retail price war.

The feeling in the A.A.A. is that the butter industry must be helped.

## Injunction Makes Slow Progress

THE Master appointed by Common Pleas Court No. 4 made, on January 5, a preliminary report to his court that he believes a Pennsylvania court can assume jurisdiction over internal affairs of the Inter-State Milk Producers' Association which is a Delaware Corporation.

The report which was expected early in December merely means that the court will conduct the election unless an appeal is taken which our lawyers are now preparing.

Remember, that the wheels of justice turn slowly and surely and it may be weeks before the court is satisfied that the charges are unreasonable, and permit the election.

In the meantime Federal auditors are auditing all Inter-State books including stock records. If the two stockholders are fair minded they will be glad to accept this impartial audit which cannot possibly be influenced by any desire to control proxies.

These auditors must inspect, check and verify all transactions connected with about 30,000 stock certificates, some of which were issued 17 years ago. It is a big job. You can help by answering promptly and fully the brief letter which the auditors will send you soon.

Be warned in the meantime that Inter-State enemies are looking everywhere for places to poison the minds of members with the wildest and vilest kinds of stories. They have vicious personal reasons to weaken, get control of, or wreck the association. Surely our enemies would not want us to throw away stock records which represent property of widows and orphans of deceased members and which have cash value.

Read again pages 1 and 3 of the December "Review." Those statements still stand unchallenged.

that the agreement caused an immense increase in expenses of the Pure Milk Association and of other parties in the agreement. What the effect will be on the Chicago market is to be found out as it can't be predicted accurately. Lack of enforcement is also believed to have been a factor which precipitated the request.

The latest word from Washington points to unsettled policies and uncertainty as to the road to be

It is probable that they will expect the market milk industry to do its share and they most certainly expect the market milk producer to keep his production down to the needs of his fluid milk market. The proposal has been made that all milk producers must keep on the farm all milk in excess of their quota allowed for sale. Some drastic production control measure is bound to be enacted unless production is reduced at once.

## Some Real Improvement

A matter of 65.85 cents is not much in itself. The fraction of a cent looks like splitting hairs. But add that much to the price of 100 pounds of milk and it means real money to dairymen. Based on reports made by dealers in the Philadelphia milk shed who are complying with the agreement and license and are reporting their purchases and sales to the Milk Reporting division of the Dairy Council that is the actual average weighted increase in price received by producers for their Class I milk in October as compared to May of 1933.

Actual Class I purchases from producers were reported for October as 61,528,860 pounds of milk. Applying this price increase to that amount of Class I milk gives a total increase in milk income of \$405,167.45 for those producers. The increase assumes that all dealers now reporting formerly paid Inter-State prices but as many paid less at that time the actual increase was greater by many thousands and dollars.

These increases take into account all receiving station and all direct shipped Class I milk handled in October by all dealers who report their purchases and sales. Those include all dealers in Philadelphia, except a few of the smaller ones, and also a large number of other dealers in secondary markets of the milk shed. The actual increase to each producer varied slightly above or below the 65.85 cent figure according to adjustments in hauling charges allowed in the agreement.

Each producer can figure his own gains very closely by applying the increase of 65.85 cents a hundred pounds to his monthly sales of Class I milk. Thus a producer with 4200 pounds basic would have been paid Class I price for 85 percent of it or 3570 pounds and the increase would have netted him an extra \$23.50 on his October milk check.

Pick up pencil and paper, get out your recent milk check stubs and see just what that gain means to you. Now turn to page 11 near the bottom of column 2 and see what the average Wisconsin milk producer is getting for his milk and then figure what you would get with his market which is typical throughout the Midwest. You surely will agree now that the Inter-State has maintained a pretty decent sort of market for the Philadelphia Milk Shed.



## More Hurt Than Help

Drivers' Strike Caused Losses to Many Producers

HUNDREDS of Inter-State members and other milk producers were shut off from their market temporarily late in December as a direct result of the milk drivers' strike in Philadelphia. The strike was called for December 23 and was generally considered a "sympathy" strike along with a walkout of certain other teamsters and chauffeurs unions in "sympathy" with the taxicab drivers strike.

The sympathy strike was strongly disapproved by the public, the press, national labor union officials, and the national labor board and as a result all groups except the taxicab drivers and milk drivers returned to work within 2 or 3 days.

The head of the milk drivers union insisted that their strike was a fight for union recognition and for shorter hours and more pay with limited loads. Some dairies were hard hit by the strike and made only a small part of their deliveries. Others went along at very near normal. In almost every case, however, every milk wagon carried an extra man and police protection was made available to every driver.

A result of all this was hardship on innocent sufferers—the dairy-men who had nothing to gain by the strike and who lost several days milk because of it.

The Inter-State took prompt steps to keep the markets open for its members and obtained promises from most of the large dealers to take the milk of their regular producers. A few of the dealers mostly smaller ones did not see their way clear to take in milk which they could not sell and therefore reduced their purchases from producers, shutting their receiving stations for most of a week.

At the same time telegrams were dispatched to Governor Pinchot, Mayor Moore, and labor leaders telling them of the probable loss to producers and urging them to use every means to prevent a continuation of the strike with the hardships it would cause. These telegrams were followed by others to labor leaders and public officials and by a third set on December 30 to labor leaders and dairy companies asking that they arbitrate their differences forthwith and end the hardships.

The national labor board on December 30, asked all striking drivers to return to work and to arbitrate their differences with their respective employers. Most of the drivers agreed to this and were back at work on December 31, although the union officials took

no vote until January 2nd, because they declared that certain of the Labor Board's demands lacked "clarity." The dairy companies were asked to take back without discrimination all drivers who returned promptly and who were in their employ when the strike started. They had previously agreed to do this with the deadline for return set for January 1st. Several outbursts of violence followed within the next day or two possibly as last protests by the more violent of the strikers who were apparently defeated in their aims. The union finally voted on January 2 to arbitrate all their differences, dealing directly with individual companies. As a result the strike was definitely stopped and all drivers were reported back to work on January 3rd.

One interesting sidelight of the strike was the attempt by a radical group of producers to open a milk store on a cash-and-carry basis in cooperation with striking drivers. One press report stated that one 40-quart can of milk was disposed of. Officials demanded that only pasteurized and properly inspected milk could be handled, this order stopping such distribution.

It seems inconceivable that the drivers would be a party to such a plan for it would be undermining their own jobs. It was also stated in the press that it was planned by these radical farmers and the more extreme strikers to give away milk to the poor and to families of striking drivers. It was not a lack of milk from which the city suffered, merely lack of delivery, and there was therefore no occasion for farmers to assume relief responsibilities in the city.

The strike is over. The drivers are back at work. Producers are again moving their milk. But what was the gain and who got it, if any. Certainly not milk producers, certainly not the distributors, certainly not the consumers. We doubt that the drivers have much to show and the public reaction was distinctly unfavorable toward the participants.

Cumberland County, New Jersey has been declared a modified accredited area in the campaign to eradicate bovine tuberculosis. Only one fourth of one percent of infection was found among the cattle of the county in a test recently completed. Atlantic is the only other New Jersey county that enjoys this distinction.

"I'm fed up on that", said the baby, pointing to the high-chair.

## Milk Control Board Authorized

THE bill to establish a milk control board in Pennsylvania was passed on December 21, the last day of the special session, after a stormy battle of several days, and signed by Governor Pinchot on January 3.

Reactionary forces attempted to railroad certain brief amendments into the bill which would have given the control board power to cancel or waive thousands of contracts at a wave of the hand. The amendments were inserted in the bill by the house over objections of the agricultural committee but were turned down in the senate. The bill then went to a joint committee to iron out the difficulties and after a stormy midnight session the features which would have made it a simple matter to destroy cooperatives were struck out. All the objectionable amendments were in Section 19 which refers to agricultural cooperatives.

The bill as passed states in part, "It is hereby declared to be the legislative intent that no provision of this act shall prevent . . . any cooperative agricultural association or corporation . . . from blending the net proceeds of its sales . . . and paying its producers such blended price with such deductions and differentials as may be authorized under contract between such association or corporation and its producers or from making collective sales of the milk of its members and other producers represented by it at a blended price . . ." This clause was followed by a defeated amendment which stated: "Provided however that such blending on such price shall be subject to disapproval by the Board." Certain parts of this provision concern the Dairymen's League especially but if the amendment had stood they would have been dangerous to the Inter-State and to the Dairymen's Cooperative Sales Association as well.

Another part of the same section states: "Also no provision of this act shall be deemed or construed to affect the contracts of such cooperative agricultural association or corporation with its producers nor to affect or abridge the rights and powers of such an association or any of its operations." To this it was attempted to add the clause "Which shall however be subject to disapproval by the Board." The next sentence read, "This section shall not however be construed to exempt such association or corporation from the jurisdiction of the

Board over the prices at which it may sell milk to milk dealers or consumers", to which it was attempted to add "or from the jurisdiction of the Board to disapprove the price which it pays to producers."

These amendments were inserted in the bill by powerful lobbyists which obviously are intent on destroying the cooperative movement by making it easy to destroy their modest incomes. Following the removal of all power of such cooperatives it is generally believed that certain interests would step in and buy milk at its own prices and past history warns us that such prices would not make any dairyman rich.

Every dairyman in Pennsylvania and in the entire Inter-State territory can be thankful that the legislature contains enough level-headed, sound - thinking, far - sighted members that such vicious legislation as those defeated amendments failed of passage.

Other amendments served to strengthen the bill or to clarify certain points in it. The bill as passed and signed by Governor Pinchot provides that the board consist of three members, none of whom hold any other state or any federal office. The original bill provided that the State Secretary of Agriculture and the Secretary of the State Board of Health occupy two of the three Board positions.

Other amendments provided that the board may establish reasonable trade practices and may hold public hearings. It also made certain changes in regulations concerning the bonding of milk buyers and it clarified the provisions for appealing from Board decisions. Another amendment provided that the Board may fix terms of payment to producers.

At this writing the appointments have not been made but are expected before this reaches you. We believe the board will be composed of capable men who have the best interests of dairymen at heart. Such men will make the board a useful and helpful institution.

## Stores Make Little Profit on Milk Sales

Most storekeepers do not consider milk and cream among their profit-making foods but carry them merely as accommodations, says H. W. Mumford of the New York State College of Agriculture. Mr. Mumford studied retail store handling of milk in Binghamton, Jamestown, Buffalo, Syracuse, Albany and Poughkeepsie. He finds that from a half to three-fourths of all retail food stores handle milk.

# New Basics Established For 1934

## Basics for 1933, July, and November Production Used

INTER-STATE members are urged to check up on their 1934 basics and see that they have been figured accurately. In the thousands of new basics that must be figured there is a chance that some mistakes may be made accidentally. Check your own basic to be sure it is right.

Instructions were sent to all dealers in the entire milk shed citing provisions in the agreement requiring that a copy of the new basics every producer be filed with the Inter-State Milk Producers' Association and another copy with the Philadelphia Inter-State Dairy Council.

As provided in the marketing agreement, producers who have a 1933 basic will determine their 1934 basic by adding the established monthly basic for 1933, the July 1933 production, and the November 1933 production and dividing this total by 3, provided that no basic may be increased more than 15 percent over the 1933 basic.

Example A.—If a producer's 1933 established monthly basic was 25 pounds, his July production was 10,650 pounds and his November production was 8307 pounds, the total would be 27682 pounds. Divide by 3 and we get an average of 9227 pounds which would be that producer's established basic for 1934. This is an increase over his 1933 basic but the raise is less than 15 percent.

25 Pounds basic for 1933	3) 27682 Pounds total
10650 " " July, 1933	9227 Pounds established monthly basic for 1934
8307 " " November, 1933	
262 Pounds total	

Example B.—Should a producer's 1933 established monthly basic be 6209 pounds, his July production 9362 pounds and his November production 8817 pounds the total would be 24,388 pounds. This divided by 3 gives 8129 pounds. But as 15 percent of 6209 pounds would be only 931 pounds the basic can be increased only 931 pounds which would make it 6209 plus 931, or 7140 pounds. Therefore this producer whose production increased so sharply would be allowed an established monthly basic quantity of 7140 pounds for 1934.

6209 Pounds basic for 1933	6209 Pounds basic for 1933
9362 " " July, 1933	15% Maximum increase
8817 " " November, 1933	31045
6209 Pounds total	6209
24388 Total	931.35 Pounds additional basic allowed
8129 Pounds average	6209 Present basic
Increase would be more than 15% allowed)	931 Increase allowed
	7140 Pounds established monthly basic for 1934

Example C.—The records of some producers show a decrease in production as compared to a year ago. A producer who had a 1933 established monthly basic of 12,318 pounds with a July production of 1,201 pounds and a November production of 9883 pounds will have a 1934 basic of 11,134 pounds. This is found by adding those three production figures which gives a total of 33,402 pounds and dividing that total by 3, giving 11,134 pounds.

12318 Pounds basic for 1933	3) 33402 Total
1201 " " July, 1933	11134 Pounds established monthly basic for 1934
9883 " " November, 1933	
24402 Total pounds	

The method of determining the 1934 established basic quantities for new producers is somewhat different. The production during the first 90 days in which they ship is used as a starting point. Seventy percent of this average monthly production is figured as basic except that if a part of that 90-day period falls in the flush production period of May and June only 60 percent of the production during those months is used.

Example D.—Supposing a new producer with a certificate of necessity starts to ship any time from July 1 to January 31 and his shipments were 6,609 pounds during the first 30 days, 7,448 during the second thirty days and 8,265 during the third 30 days. The total for the 90 days would be 22,322 pounds and dividing by 3 to get the average monthly production we have 7,441 pounds. Seventy percent of 7,441 pounds is 5208.7 pounds and since the fraction is over one-half the full pound is counted, making 5209 pounds the established monthly basic for that new producer for the remainder of the year. The monthly milk checks

during this 90-day period should be made out on the basis that 70 percent of each month's milk is basic.

6609 Pounds, First month	3) 22322 Pounds total
7448 " " Second month	7440 2/3 Pounds average
8265 " " Third month	
22322 Pounds total	7441 Pounds
	70%
	5208 70 Pounds.

The established monthly basic quantity for the remainder of the year will be 5209 pounds

Example E.—Should a new producer with a certificate of necessity start shipping between February 1 and June 30 a part of his first 90 days will fall during the flush production months of May and June and accordingly only 60 percent of such production as comes during either of those months will be counted toward his basic. Should this producer make his first shipment on May 20 and deliver 3154 pounds from then to the end of the month and deliver 7633 pounds during June he would have 3154 pounds plus 7633 pounds or 10,787 pounds delivered during the 42 days of this period. Sixty percent of that amount, or 6472.2 pounds is allowable as basic for those 42 days. If he delivered 7,417 pounds in July and 3,921 pounds during the first 17 days of August he would have a total of 11,338 pounds during the remaining 48 days of this 90-day period. Seventy percent of this is 7936.6 pounds allowable as basic during those 48 days. Adding the 6472.2 pounds allowable toward basic from part of May and from June production to the 7936.6 pounds allowable from July and part of August we have a total of 14,408.8 pounds. Dividing this by three to get the monthly established basic quantity we find it to be 4802.9 pounds, or in full pounds, 4803 pounds.

May (12 days)	3,154 Pounds	July (31 days)	7,417 Pounds
June (30 days)	7,633	Aug. (17 days)	3,921
	10,787 Pounds		11,338 Pounds
	60%		70%
	6472.2 Pounds allowable toward basic		7936.6 Pounds allowable toward basic
	6472.2 Pounds allowable according to May and June production		
	7936.6 Pounds allowable according to July and August production		
3) 14408.8 Total pounds in 90 days allowable in figuring basics			
4802.9 Pounds	4803 Pounds established monthly basic quantity		

In preparing checks to producers during this 90-day period the dealer would figure as basic 60 percent of the production during those 12 days in May, 60 percent of June production, 70 percent of July production and 70 percent of the 17 days production in August.

Example F.—A producer transferred from another dealer should be allowed the same basic as established while shipping to the previous dealer with only such changes as are needed to bring his basic up-to-date. If not otherwise available such established basics may be obtained for members by writing the Inter-State office.

Example G.—Dealers who have not previously bought on the basic-surplus plan, in setting 1934 basics for producers with no established basics, will add the production figures of January, February, and March, 1933, and divide this total by 3 to determine each producer's 1933 basic, then proceed according to example A, B, or C, above. If new producers, figure 1934 basics according to example D, or E. If a producer has a 1933 established basic such basic should be brought up-to-date and used.

The foregoing examples will cover almost every producer's situation. A few exceptions will be found, however, such as may result from the destruction of a herd thru a tuberculin test, loss of a barn thru fire or from other causes beyond the immediate control of the producer. Each such case requires individual attention and complete facts should be sent to this office so that a monthly basic quantity can be established which is fair to the producer.

Check your basic according to the methods outlined above. If you had a 1933 basic with your present buyer, check according to example A, B, or C. If you started shipping recently check it according to example D or E. If you have recently transferred from one dealer to another see example F and if your present buyer is just starting to buy on the basic-surplus plan proceed according to example G.

It is the work of the Inter-State to see that you are allowed every pound of basic which is due you and if you need our help to get it just let us know, giving all the facts needed in determining what it should be.

(See Special Note, page 9)



## MILK PRODUCERS REVIEW

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## In Good Company

Is there any sound objection to the Inter-State Milk Producers' Association, being incorporated under the laws of the State of Delaware? It is a mighty small argument, especially when every county in the state of Delaware is included in Inter-State territory while less than one-half the counties of any other state are so included.

We have a lot of good company there, too. Consider the actions of our National government in selecting a state for incorporating special corporations. The Food Administration Grain Corporation organized under President Wilson was incorporated in Delaware. So was the Flood Control Corporation under President Coolidge; the Grain Stabilization Corporation, The Railroad Credit Corporation and two others under President Hoover; and now the Dairy Marketing Corporation, the Commodity Credits Corporation and two others organized during the last year under President Roosevelt.

These facts make the arguments by some of the Inter-State enemies look like what they really are,—shallow talk which results from shallow thinking.

## Who Starts These Stories?

DISCUSSIONS centering around the bill to establish a Pennsylvania Milk Control Board were livened by talk about the "milk trust." Statements from certain quarters were full of the implication that the Inter-State Milk Producers' Association is a part of the "fearful trust."

We don't know whether a "milk trust" exists but we do know that there is absolutely no connection between any dairy company in

Philadelphia and the Inter-State Milk Producers' Association. There is absolutely no financial connection and there is no dual control in any respect whatever. The only dealings are the conferences to work out prices and market policies and the turning over to the Inter-State of the sales commission or "check-off" authorized by members in their contracts. This bargaining has been done with such good results to Inter-State members that their excellent market is the envy of producers everywhere.

The absurd lies spread through out the territory, spread both by word of mouth and by printers ink, that the Inter-State is a part of a "trust" or is controlled by the "trust", is purely and simply an attempt to damage your organization. No attempt has been made to prove such a statement, because there is no proof. It is typical of the lies being repeated against agricultural cooperatives over the entire country with the apparent intention of destroying confidence in those cooperatives. With confidence gone your cooperatives would soon break up—thus again putting all farmers at the mercy of unscrupulous dealers, profiteers and speculators.

The next time you hear this "milk trust" lie, or some of the others and even more vicious lies about the Inter-State demand that the repeater prove his statement. His answer is almost sure to be to the effect that "everybody says so" and to contain absolutely no proof. Many who spread these absurdities are to be pitied rather than condemned for they have been "bamboozled" into believing these stories, or in telling them so often they actually believe them to be true. Such weaklings are merely "cat's paws" who pull their own chestnuts out of the fire to give to someone else and go hungry in doing it. To trace such stories to their true sources would require the work of a super Scotland Yard and doubtless would surprise most people as to their origin.

## Good Dairy Exhibit For State Farm Show

The dairy cattle exhibit at the Pennsylvania Farm Show which is to be held in Harrisburg, January 15 to 19, promises to be one of the best cattle displays ever held in the state. The entries in each of the dairy breeds include animals from some of the very best breeding herds of the state. The entire space allotted to dairy cattle will be filled to overflowing.

The exhibits will come from 20 counties in all sections of the state—from Chester County in the east to Lawrence County in the west.

The entries include 38 Ayrshires, 58 Brown Swiss, 114 Guernsey, 107 Holsteins, and 76 Jerseys, total of 393 head. Included in this number are 80 4-H club animals to be exhibited by an equal number of 4-H club members from 14 clubs in eleven different counties. The excellence of the animals insures keen competition.

Judges in several breeds are: Ayrshire, John Cochran, Bernardsville, New Jersey; Brown Swiss, Professor A. L. Beam, State College, Pennsylvania; Guernsey, Guy E. Harmon, Homestead Farm, Salisbury, Maryland; Holstein, Ward Stevens, Liverpool, New York; Jerseys, C. S. Holgren, Twin Oaks Farm, Morristown, New Jersey.

## C. Craig Tallman

Dairymen of the Philadelphia area lost a sincere friend with the passing on December 15th of C. Craig Tallman, for eight years a director of the Inter-State Milk Producers' Association. Mr. Tallman's death occurred at the Burlington County, New Jersey, hospital, a result of pneumonia and organic complications. Funeral services which were held at his Mount Holly home were attended by several Inter-State officers and directors. Interment was in the burial ground at the Springfield Meeting House.

Mr. Tallman was in his sixty-third year. Practically his entire life was spent in Burlington County where he achieved unusual success as a dairyman. He was also prominent as a member of the Grange and of the Masonic order as well as in local township and civic affairs. Mr. Tallman is survived by his widow, his father, four sons, a daughter, and three sisters.

## Dairy Short Courses

A one-week course in milk testing will be given at the New Jersey College of Agriculture, Rutgers University, from February 12th to 17th. This will be followed by a two-weeks course in ice cream making from February 19th to March 3rd. Either course may be taken by itself or both may be taken.

There is no tuition for these courses altho a small registration fee is charged. The courses are practical and intensive. They are designed primarily for those who are actively engaged in the dairy business.

A course in ice cream making will be given also at Pennsylvania State College, January 22nd to February 3rd. This will be followed by a two-week course from February 5th to 17th on market milk and milk control.

## New Jersey Dairy Day

Dairy Day at the New Jersey Agricultural Week and Farm Show will be Thursday, January 25, in Trenton. The show dates are January 22 to 26.

Breed associations will hold meetings during the morning of Dairy Day. A state wide dairy meeting will be held in the afternoon and a meeting of the Grade "A" milk dealers is also scheduled for the afternoon.

A dairy banquet will be held Thursday evening. Dairy equipment will be on display at the Trenton Armory during the entire show.

A program of talks and demonstrations on home economics subjects is planned for women who attend the show.

## Livestock Dealers

## Must Secure License

Dealers and brokers in livestock are reminded by a statement from the bureau of animal industry, Pennsylvania Department of Agriculture, that a 1934 license must be secured in order to do business after January 1. This licensing is in accordance with the law passed at the 1931 session of the General Assembly.

Eight hundred and fifty-five dealers and brokers received licenses during 1933. No license fee is charged. Application for license should be filed with the Bureau of Animal Industry, Harrisburg, Pa., at once.

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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Frederick Shangle, Vice President  
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## LATEST MARKET PRICES

The prices quoted below are for December, 1933, and represent those to be paid by buyers of milk at the time of purchase. The prices are for milk of standard quality, delivered to the door of the consumer. The prices are for milk of standard quality, delivered to the door of the consumer. The prices are for milk of standard quality, delivered to the door of the consumer.

INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES

Subject to change whenever warranted by market conditions, and subject to the approval of the Board of Directors of the Association. All milk will be paid for on basis of standard quality. The prices are for milk of standard quality, delivered to the door of the consumer.

The members of the Inter-State Milk Producers' Association authorize the "contracting distributor" to deduct two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributor" and to pay same as dues to the Inter-State Milk Producers' Association.

The "contracting distributors" members of the Inter-State Milk Producers' Association, authorize said "contracting distributors" to deduct an additional two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributors" and to pay same to the Dairy Council.

From the non-members of the Inter-State Milk Producers' Association, the "contracting distributor" shall deduct a corresponding four (4) cents for each one hundred (100) pounds of milk purchased from said non-members and shall pay same to the Dairy Council, one-half of which shall be paid to said non-members and the other half to the Dairy Council.

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From the prices quoted, buyers of milk will deduct and pay over to the various organizations as amounts as stated below.

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## \*December, 1933, Inter-State Prices at "A" Milk Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding the butterfat differentials and bacteria bonuses to the base price per 100 lbs. for 3.5% milk at that delivery point, as given below.

## Base Prices at "A" Milk Delivery Points

NAME OF DELIVERY POINT	Delivery Point Location in Mileage	Minimum Butterfat Test Requirement in Percent	Base Price of 3.5% Milk per 100 Lbs.
Phila., Terminal Market	F.O.B.	4.00	\$2.60
37th and Lancaster	F.O.B.	4.00	2.60
Hst and Chestnut	F.O.B.	4.00	2.60
Hallway Dairies	F.O.B.	4.00	2.60
Other Terminal Markets			
Andulson, N. J.	F.O.B.	4.00	2.60
Camden, N. J.	F.O.B.	4.00	2.60
Norristown, Pa.	F.O.B. less 9c	4.00	2.40
Wilmington, Del.	F.O.B. less 20c	4.00	
Receiving Stations			
Be Bord, Pa.		1.70	1.96
Brigdeton, N. J.		4.00	2.18
Byers, Pa.		2.51 260	1.96
Caryville, Pa.		2.10	2.10
Goshen, Pa.		41 50	2.06
Huntingdon, Pa.		41 50	2.16
Kellor, Pa.		31 40	2.02
Kimberlin, Pa.		41 50	2.16
Lancaster, Pa.		181 190	2.02
Mercesburg, Pa.		121 130	2.08
Nassau, Del.		41 50	2.16
Obard, Pa.		41 50	2.16
Red Hill, Pa.		51 60	2.19
Ringsen, N. J.		51 60	2.03
Rusland, Pa.		161 170	2.03
Snow Hill, Md.		171 180	2.19
Waynesboro, Pa.		21 30	2.18
Yerkes, Pa.		31	2.18
Zieglerville, Pa.			1.04
Surplus Price	F.O.B. Phila.	4.00	1.24
Milk for Cream Purposes	F.O.B. All Rec. Sta.	A	0.76
Surplus Price	F.O.B. All Rec. Sta.	A	0.76
Milk for Cream Purposes	F.O.B. All Rec. Sta.	A	0.76

Based on Oxford, Pa., less 6 cents per 100 lbs.

A Same Butterfat Minimum Requirements as in effect for Basic Milk at each Receiving Station.

NOTE: (1) Definition of Bacteria Classes I, II, III, IV, V, VI, VII, VIII, IX, X, XI, XII, XIII, XIV, XV, XVI, XVII, XVIII, XIX, XX, XXI, XXII, XXIII, XXIV, XXV, XXVI, XXVII, XXVIII, XXIX, XXX, XXXI, XXXII, XXXIII, XXXIV, XXXV, XXXVI, XXXVII, XXXVIII, XXXIX, XL, XLI, XLII, XLIII, XLIV, XLV, XLVI, XLVII, XLVIII, XLIX, L, LI, LII, LIII, LIV, LV, LVI, LVII, LVIII, LVIX, LX, LXI, LXII, LXIII, LXIV, LXV, LXVI, LXVII, LXVIII, LXIX, LXX, LXXI, LXXII, LXXIII, LXXIV, LXXV, LXXVI, LXXVII, LXXVIII, LXXIX, LXXX, LXXXI, LXXXII, LXXXIII, LXXXIV, LXXXV, LXXXVI, LXXXVII, LXXXVIII, LXXXIX, XL, XLI, XLII, XLIII, XLIV, XLV, XLVI, XLVII, XLVIII, XLIX, L, LI, LII, LIII, LIV, LV, LVI, LVII, LVIII, LVIX, LX, LXI, LXII, LXIII, LXIV, LXV, LXVI, LXVII, LXVIII, LXIX, LXX, LXXI, LXXII, LXXIII, LXXIV, LXXV, LXXVI, LXXVII, LXXVIII, LXXIX, LXXX, LXXXI, LXXXII, LXXXIII, LXXXIV, LXXXV, LXXXVI, LXXXVII, LXXXVIII, LXXXIX, XL, XLI, XLII, XLIII, XLIV, XLV, XLVI, XLVII, XLVIII, XLIX, L, LI, LII, LIII, LIV, LV, LVI, LVII, 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# Home and Community

Elizabeth McG. Graham, Editor

## The Zest of Life

Let me live my life from year to year,  
With forward face and unreluctant soul.  
Not hastening to, nor turning from the goal;  
Nor mourning for the things that disappear  
In the dim past, nor holding back in fear  
From what the future veils but with a whole  
And happy heart, that pays its toll  
To youth and age, and travels on with cheer.  
So let the way wind up the hill or down,  
Through rough or smooth, the journey will be joy  
Still seeking what I sought but when a boy,  
New friendship, high adventure, and a crown,  
I shall grow old, but never lose life's zest,  
Because the road's last turn will be the best.

—HENRY VAN DYKE.

"When we have seventy-five kettles, stew pans and frying-pans on the stove at the same time, with the recipes all new, its no wonder that the pancakes aren't perfect", remarked one of Henry Wallace's right-hand men!

—Quoted in "Farmers' Wife"

Two recent books of great value for all rural leaders are entitled, "The Awakening Community" by Mary Mims, and "Rural Adult Education" by Landis and Willard. We would be glad to loan either of these books to you for one week, if you will pay the return postage.

## "Favorite Recipes From Our Readers"

### Apple Sauce Cake

3/4 c. sugar 2 tsp. soda  
1/2 c. butter 1 tsp. cinnamon  
1 egg 1/2 tsp. cloves  
1 1/2 c. applesauce 1 c. raisins  
2 c. flour 1 c. nuts (if you have them)

A shake of nutmeg

Bake 1 hr. in slow oven. Serve with hot lemon sauce, made as follows: Mix together the juice and ind of 1 lemon, 1 orange, 1/4 c. gar, 1 tsp. flour, 1 c. boiling water. Cook until mixture thickens constantly.

Mrs. A. A. MILLER,  
Upper Darby, Pa.

## Hunting a New Mainspring for 1934\*

Henry A. Wallace

Yes, we have all sinned in one way or another and we are all sick and sore at heart as we look at the misery of so many millions of people, including among them many of our close friends and relatives; and we ask again and again why this should be so in a nation so blest with great resources, with nearly half the world's gold, with great factories, with fertile soil and no embarrassing external debt. We look at all this and ask what mainspring inside of us is broken and where can we get a new mainspring to drive us forward.

I am wondering if the religion we shall need during the next hundred years will not have much more in common with the Christianity of the second and third centuries or possibly even with that of the Middle Ages than with the Protestantism of the past one hundred years. The strong personal initiative conferred by the Protestant religions must in some way be merged into a powerful religious attitude concerning the entire social structure. I am not talking about welfare drives and other forms of charity which good men among the Protestants, Jews and Catholics alike support so loyally. The thing I am talking about goes far deeper.

It is an attitude that will flow not from external compulsion but that will spring from the hearts of the people because of an overwhelming realization of a community of purpose.

The bitterness in the hearts of many of the communists and farm strikers in this country appalls me, but I am even more concerned about the way in which powerful business interests steeped in the doctrine of survival of the fittest, are able to hire fine intelligent men to serve short-time selfish ends by presenting their case in Washington. The expressions of the extreme left-wingers may oftentimes be venomously cruel and brutal but I am thinking even more about the intelligent burrowing of those whose thoughts are guided chiefly by concern for immediate profit. Of course, our hope lies in the fact that the great bulk of laboring men, farmers and business men are

neither bitter nor rapacious. They are patient, long-suffering people, slowly struggling to find the light.

If the Christian religion is to help them in finding that light, it must furnish the spiritually hungry people with something which is truer and more compelling than the "dog eat dog" philosophy.

We are approaching in the world today one of the most dramatic moments in history. Will we allow catastrophe to overtake us, and as a result force us to retire to a more simple, peasant-like form of existence, or will we meet the challenge and expand our hearts, so that we are fitted to wield with safety the power which is ours almost for the asking? From the standpoint of transportation and communication, the world is more nearly one world than ever before. From the standpoint of tariff walls, nationalistic strivings, and the like, the nations of the world are more separated today than ever before. Week by week the tension is increasing to an unbelievable degree. Here resides both danger and opportunity.

The religious keynote, the economic keynote, the scientific keynote of the new age must be the overwhelming realization that mankind now has such mental and spiritual powers and such control over nature that the doctrine of the struggle for existence is definitely outmoded and replaced by the higher law of cooperation. When cooperation becomes a living reality... when we have defined certain broad objectives which we all want to attain, where we can feel the significance of the forces at work not merely in our own lives, not merely in our own class, not merely in our own nation, but in the world as a whole—then the vision of Isaiah and the insight of Christ will be on their way toward realization.

The classical economists, the most orthodox scientists question whether human nature can be changed. I think it can be changed because it has been changed many times in the past. The Christians of the second and third centuries inaugurated a tremendous change. Again the Protestants of the sixteenth century introduced an element of firm resolution, and a continuous daily discipline into the human nature which had hitherto been lacking.

Enduring social transformations such as the New Deal seeks is impossible of realization without changed human hearts!

\*Extracts from a recent address.

## A-Coasting We Go

Heigh-ho! Though winter winds blow!

Heigh-ho! A-coasting we go,  
The sleds are heavy,  
Our feet are weary,  
But straight to the top we go.

Then heigh-ho! A-coasting we go!  
Oh, what a thrill as we ride down the hill.

Heigh-ho, heigh-ho, heigh-ho!

—HILDREN TOPE.

## Don't Catch Cold Drink More Milk

We produce on our own farms the very best of cold preventatives! This is good news, for it is estimated that 50,000,000 people in this country have at least one bad cold every year, and some feel that they have far more than their share.

A predominance of milk, fruits and vegetables are the three food essentials in warding off colds! In addition, Vitamin A found in butter, egg yolk, cod liver oil will aid in strengthening the barrier of defense in nose, throat and intestinal tract. "It is not necessary for parents to analyze in detail the nutritional requirements (of the diet) provided each meal contains milk, fruits and vegetables."

Certain foods in excessive amounts tend to make a futile soil for bacterial activity. Therefore, "some, but not too much" in the diet might be a good motto for sugar, starch, meats, fish and fowl. A quart of milk a day for children, and at least a pint for adults is considered the minimum.—From "Parents Magazine"

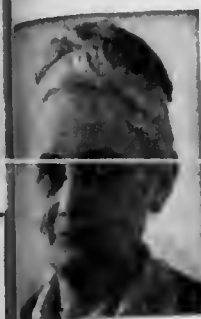
teenth century introduced an element of firm resolution, and a continuous daily discipline into the human nature which had hitherto been lacking.

Enduring social transformations such as the New Deal seeks is impossible of realization without changed human hearts!

\*Extracts from a recent address.

## And Again It Is the New Year

Dr. Hannah McK. Lyons



After the Christmas Season—that time of all the year of greatest tenderness—we are ready to lift our heads and face the New Year that will mean

stir the imaginations, and there arose to greet them a shout of applause.

Behind the "Blue Devils" came bronze figures, by contrast so tall, so broad of shoulder, that they seemed like giants. Word swept along the line, "Les Americains" swelling louder to a note of triumph, "Les Americains." The effect of these stalwart figures, each one like some splendid bronze statue, was beyond one's powers to describe. It was not what they did, but what they stood for. A new hope—America!

These shouts greeting the American soldiers were the shouts of a tired people who once more caught the contagion of power. An old peasant woman expressed it later when asked, "Why she liked the American soldier best", answered, "Oh, ze beeg American, he so beeg, so strong."

We know that before being sent to France these men had been through a severe pruning process; the result: bigness, strength, power, hope.

In the past three years we too have been through a severe pruning process, with results, we hope, as fine, with bigness of purpose to meet our every day problems of taxes, a sober nation, and strength to execute for every need. Power to bring our community out of its state of panic and fear; and a hopefulness which is so contagious that even the pessimist cannot see "the hole in the doughnut."

## Your Shopping Service

Louise E. Drotleff

1 "A Place for Everything and Everything in Its Place" would be a good motto for any kitchen. An aid is a metal filing cabinet for recipes and other household hints complete with an index, for 49c.

2 "Correct Me If I'm Wrong" is the title Lowell Thomas of radio fame, has given to a series of questions and answers which make excellent additions to parties or "evenings at home." Refresh your memory on important happenings in 1933 by buying this educational as well as entertaining series priced at 25c.

3 Something for the kitchen, to make its work of laundering in cold weather lighter, is a metal holder and a roll of paper towels. The holder is painted green and holds a roll of many hundred paper towels. A set consisting of one holder and two rolls of towels sells for 50c. The towels, 25c for two rolls.

Note: These articles will be sent to you at the above prices, plus a small charge for postage. Orders will be gladly forwarded to the shops where they may be purchased. Address, Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.

## 1934

BEAR UP, BEAR ON, THE END SHALL TELL  
THE DEAR LORD ORDERETH ALL THINGS WELL.

ALL MY LIFE I STILL HAVE FOUND,  
AND I WILL FORGET IT NEVER;  
EVERY SORROW HATH ITS BOUND,  
AND NO CROSS ENDURES FOREVER.  
ALL THINGS ELSE HAVE BUT THEIR DAY,  
GOD'S LOVE ONLY LASTS FOR AYE.

MANY MEN OWE THE GRANDEUR OF THEIR LIVES  
TO THEIR TREMENDOUS DIFFICULTIES.

DOING WHAT CAN'T BE DONE,  
IS THE GLORY OF LIVING.

1934		JANUARY				1st Mo.	
SUN	MON	TUE	WED	THU	FRI	SAT	
WORK ON	1	2	3	4	5	6	
7	8	9	10	11	12	13	
14	15	16	17	18	19	20	
21	22	23	24	25	26	27	
28	29	30	31	RENEW YOUR COURAGE DAILY			
THE ONLY FAILURE IS TO ADMIT FAILURE.							

FROM THE QUAKER CALENDAR

## Cheap Electricity

If rural America has heretofore moved only slowly in appropriating the use of electricity it has not been due to any lack of our desire or need for it, but rather because the cost has been so high that many could not even consider electricity for the farm while others able to install it have not been able to afford full use of the power afterwards.

There is definite grounds for hope that a new national policy on electricity is going to at last get us somewhere in the matter of greatly reducing power rates.

The Federal government is right now finding out how much it actually costs to manufacture and distribute power by operating a government owned plant at Knoxville, Tennessee. This it will use as a yardstick to ascertain whether or not the rates charged over the country by private companies are fair or exorbitant.

The very prospect of such a demonstration of comparative costs has already caused reductions in some instances up to 37 1/2% in the rates of private power companies, in the neighboring states of Georgia, Alabama and Mississippi. And the new power policy will apply not only to the south but to the nation.

The average family now uses

only fifty kilowatt hours of electricity a month, whereas in such cities as Tacoma, Washington, and in Ontario where electricity is distributed through municipally owned plants the use is twice and three times as much. Evidently people are ready to use more electricity when price is within reach.

Decision has been rendered that federal loans may be made to municipalities desiring to set up operation of their own plants. This is a significant decision.

Part of the program of the Tennessee Valley Authority (frequently referred to as TVA) to increase the use of electricity will include reductions in costs of electrical appliances.

Every move in these directions naturally will meet with tremendous opposition from many quarters. It will ultimately remain for the public to decide whether electricity is to be a service or a source for profit. And in the meantime the TVA will be watched with the greatest interest by electricity users and would-be users.

Save fuel, time, and effort by cooking the whole meal in the oven when it must be heated for one dish of the meal anyway.



## Dairy Markets Are Weaker

The average price of 92 score butter at New York from November 28 to December 27 was 20.35 cents per pound. This figure is used in determining the December prices for Class II and Class III milk.

THE manufactured dairy products market went from bad to worse in December but fortunately it recovered a part of its loss before the close of the month.

With butter storage stocks the largest on record on December 1st and with the government reducing and finally stopping all purchases of butter for relief purposes the price of 92-score butter at New York dropped from 23 1/4 cents on December 1 to 22 cents on the 9th and to 16 cents on the 16th. The price at Chicago on December 18 was 15 1/4, the lowest December price in more than 35 years. Prices then showed some recovery, New York quotations holding at 20 cents most of the week after Christmas. Day-by-day prices are given at the bottom of column 4, page 5.

Cheese prices dropped in sympathy with butter as was to be expected.

The Bureau of Agricultural Economics reports "The weak and unsettled condition of butter markets was due apparently to a knowledge generally that available offerings were large, that current sales were not entirely absorbing these offerings, that relatively heavy production was continuing, that storage stocks remained unusually large and that the movement of butter into actual consumption was disappointing."

Storage stocks of butter on December 1 were 138 million pounds compared to 37 million a year earlier and November production increased 2,623,000 pounds over November 1932. In addition to this, consumption decreased by 4,678,000 pounds. The cheese situation was somewhat better with production dropping to 24 million pounds in November as compared to 32 million a year earlier while consumption dropped also, to 40 million from 43 million pounds.

Market milk prices have shown few changes during the last few months except where increases were granted under marketing agreements of the A.A.A. State control boards have served to maintain prices on several other markets. Pressure is being built up against the relatively good prices on these markets as compared to extremely low butter and cheese prices. Whether such fluid milk prices can be maintained any length of time unless milk prices for manufactured

products are raised is the principal disturbing factor in the fluid milk market right now.

A.A.A. officials are expected to concentrate their attention during the next several weeks on raising the price of butter and preventing the production in fluid milk for manufacturing purposes.

## Don't Let Your Milk Freeze

### EVERBODY LOSES WHEN MILK FREEZES

A number of factors enter into the matter of the correct weighing, sampling and handling of frozen milk. Freezing even has a detrimental effect on the volume of milk consumption.

#### 1.—Producers Lose in Weight and Test

Aside from the frozen milk and cream particles that adhere to milk cans and lids, and become lost, there is an appreciable loss from the icy slush that remains in the weighing vats. This icy slush increases and decreases in the weigh vat in accordance with the temperature of the milk and makes accurate weighing impossible.

It is also a well recognized fact that it is impossible to get an accurate sample of frozen milk for a butterfat test. A survey made by the Field and Test Department of the Inter-State Milk Producers' Association on a number of dairies showed that an average test of 4 per cent on days when milk was **not frozen**, was reduced to 3.4 per cent for the same samples when the milk was allowed to freeze. It is evident therefore, that a true sample of milk cannot be obtained unless the frozen milk be completely thawed before samples for butterfat tests are taken.

#### 2.—Buyers Lose in Handling Frozen Milk

A considerable loss of time results in the handling of frozen milk. Weighing is greatly slowed down because of the retention of frozen icy slush in the weigh tank. Frequent readjustments of the weigh scales are necessary—and at that it is difficult to obtain true weights.

Freezing also exerts a detrimental effect on the appearance of the milk, which may lead to losses such as decreased consumer consumption.

#### 3.—Consumers Lose in Quality of Milk

Milk that has once been frozen never recovers its original quality. Particles of the milk curd become changed in character after freezing. Some of these particles separate and frequently adhere to the milk bottles, conveying the impression to the consumer that the milk has been tampered with.

### WHERE IS MILK MOST LIKELY TO BECOME FROZEN? Evidently at the Farm

The proof is evident. Some dairies never have frozen milk, no matter how cold the weather may be, while other dairies with their milk hauled just as far on the same trip of the same truck almost always have frozen milk when the outdoor temperature gets well below the freezing point.

Keep your milk from freezing—  
It will save you money.

F. M. TWINING, Director,  
Field and Test Department.

## Inventory Time At Hand

The annual period for taking a farm inventory is early in January, according to H. R. Varney of the New York State College of Agriculture.

Each year, a larger number of farmers find it is good business to take an annual farm inventory and fill out a credit statement, Mr. Varney says. He adds that having a credit statement is rapidly becoming a necessary first step in obtaining short time loans. Before making loans of any size, many bank examiners require that the borrower present a credit statement.

For 1934, the various Federal

Consumption of fluid milk and all dairy products except evaporated milk is running behind 1932 with a net decrease of about 3.1 percent on manufactured products and a similar decrease in fluid consumption. Total production of manufactured products increased 3.8 percent for the first 11 months of 1933 as compared to the same months of 1932.

## New Bulletins

Two recent bulletins of interest to dairymen have been issued by Pennsylvania State College. One is "Varieties of Alfalfa In Pennsylvania", No. 295, which describes 13-year tests that showed the superiority of hardy variegated varieties. Average annual yields of more than 3 tons of air-dry hay per acre were obtained.

The other bulletin, No. 296, is entitled Electrically Heated Dairy Utensil Sterilizers. It covers the results of investigations as to types, sizes, efficiency and cost of this equipment. It was found that electric sterilizing equipment is effective in its work.

## Fined for Low Tests

The New Jersey Milk Control Board has announced that five New Jersey milk dealers have been fined during one week for selling milk containing less than the 3.5% butterfat required by the Board's regulations.

The purpose of these regulations is to see that the consumer is protected and receives the grade of milk for which he is paying.

## January Milk Prices

3.5 Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during January, 1934, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 per cent butterfat content, F. O. B. Philadelphia, during January 1934, and until further advised, will be \$2.60 per hundred pounds or 5.6 cents per quart. This price is effective for any amount up to a percentage of your established basic quantity, which will be announced later, when reports from dealers are complete. These reports were delayed by the drivers' strike.

An additional percentage of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. These percentages will be similar to those on which December payments were based. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 per cent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mileage points.

### PRICE OF MILK FOR CREAM

The cream price for January is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

**SURPLUS MILK**  
Surplus milk shipped during January, 1934, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

## Milk Samples Must Be Accurate

AN accurate sample is just as important as accurate testing. Without both the truth is lost and the milk producer does not know how much butterfat there actually was in his milk, therefore he does not know whether he was paid in full.

As much as two years ago Interstate fieldmen discovered that milk which has been cooled quickly is subject to exhaustive "creaming off." The result is greater difficulty in getting accurate samples. In fact, unless special precautions are taken to thoroughly stir the milk either in the cans before dumping in the weigh tank the samples may show a correct test or they may show a test either greatly over or greatly under the correct percentage.

Samples of such milk taken from different parts of the weigh tank at the same time occasionally showed wide variations. It was found in many instances that samples taken from the end where the milk was poured in were the lowest of any part of the weigh tank. Such trouble is seldom experienced except with milk cooled rapidly to a low temperature.

The Field and Test Department of the Inter-State cooperated with dairy experts from Pennsylvania State College and the State Department of Agriculture in finding the facts on this problem. On the basis of these findings the following order was sent to all milk plant operators in Pennsylvania by the State Department of Agriculture:

### To Operators of Milk Plants: SAMPLING MILK AND CREAM

Gentlemen:

The only way in which milk producers, as well as operators of milk plants and receiving stations, can be properly protected and correct payments made where such payments are based on butterfat tests of milk and cream, is to obtain accurate samples, prepare correct composite samples and make correct Babcock tests.

As a result of investigations and experiments which have been made by representatives of the Inter-State Milk Producers' Association, Pennsylvania State College and this Department, and as shown by the results of many tests included in the 1933 Laboratory Report of the International Milk Dealers' Association, it has been found in the case of milk which has been subjected to quick cooling, resulting in exhaustive creaming-off, that correct samples can be obtained if the milk and cream previous to sampling shall be thoroughly agitated by manual or mechanical means, and that the natural agitation produced by pouring milk into the weigh tank will not insure correct samples.

Under the provisions of the Administrative Code, Act of April 9, 1929, as amended, and the Milk Testing Law, Act of May 6, 1925, as amended, the Department of Agriculture is authorized to make such rules and regulations as will be necessary for the proper enforcement of the laws relating to foods and dairy products, and providing for correct methods of testing, weighing and sampling milk and cream and making payments to producers, and for the revocation of permits and licenses where these requirements are not complied with.

Therefore, in order to make more effective these requirements and to insure correct sampling, the following

methods of procedure are hereby requested:

All milk plants, especially those receiving milk which has been subjected to quick cooling, resulting in exhaustive creaming-off, shall provide for proper agitation of milk either by manual means previous to dumping in the weigh tanks or mechanical methods after dumping into weigh tanks.

Agitation by manual means is understood to mean arrangements for a person to be employed to properly agitate the milk in the cans of producers previous to dumping into weigh tanks. A mechanical stirrer consisting of a vertical bladed fan, attached to a shaft and propelled by power, inserted in the weigh tank, which would give a horizontal rotary motion to the milk. It is recommended that a slow speed of approximately 60 revolutions a minute be maintained.

Where screens are used, which will divide the weigh tank into separate compartments, they shall be so installed as to prevent separate compartments and such screens shall not extend below the surface of the milk to such an extent or in such manner as to prevent thorough agitation of the milk, nor should such screens be smaller in mesh than 1/4 inch. Fine mesh screens prevent heavy cream from passing through into the milk.

Where milk and cream are purchased and paid for on the weight basis, weights shall be obtained by means of accurate scales instead of being estimated by volumetric measuring devices.

Your cooperation with us in following the foregoing methods of procedure will be appreciated.

Very truly yours,  
(signed) JAMES W. KELLOGG  
Director-Chief Chemist  
Bureau of Foods and Chemistry

This order will protect all producers in Pennsylvania who may be sending rapidly cooled milk to receiving stations or milk plants. It has been brought about through a business-like cooperation between Mr. F. M. Twining and his Field and Test Department fieldmen and the state officials.

Efforts are being made to obtain orders similar to the above in the other states covered by the Inter-State. New Jersey and Maryland officials have requested additional information and their interest is being followed closely.

## Beware of Inconsistency

We quickly lose confidence in a person who is inconsistent in his statements, who is on one side of the fence under certain conditions and who jumps to the other side when it apparently suits his convenience. The same is true of newspapers.

The Philadelphia Record sorely bemoaned that the Pennsylvania legislature defeated certain amendments to the bill to establish a milk control board. One of these amendments would have given the control board power to set aside that provision in Inter-State and other dairy cooperative contracts which authorizes milk dealers to deduct membership dues as a check-off and pay those dues directly to the association.

In the same article they also bewailed the fact that the legislature defeated a bill that would authorize employers to deduct un-



Yes, it's DRIED BEET PULP...and *do they like it!*

THE impatient cow shown above is getting three pounds of Dried Beet Pulp twice a day instead of 30 pounds of corn silage. And it is fed dry, just as it comes from the sack; or cows can be fed six pounds of Dried Beet Pulp daily instead of 10 pounds of hay. If silage and hay are plentiful, Dried Beet Pulp can be used as part of the grain ration in the place of corn, oats, bran or barley. It blends wonderfully with cottonseed meal, gluten feed, brewer's grains and linseed oil meal.

Dried Beet Pulp improves any ration. One reason is that it makes the ration more palatable. Cows are eager for its root-like flavor. The picture is proof of this. For Dried Beet Pulp is the whole, nutritious, succulent sugar beet, minus the sugar and water—the only vegetable feed in commercial form—"June Pasture the year round." It also makes the ration more easily digestible. Keeps indefinitely. Low in cost. Ask your feed dealer about Dried Beet Pulp. He has it or can get it quickly.

Dried Beet Pulp makes good litter for poultry

## THE LARROWE MILLING COMPANY

Detroit, Michigan

**SPECIAL ATTENTION:** Some Inter-State members are in danger of having entirely new and lower basics established. This may be done according to Exhibit B, Section 8, of the Marketing Agreement which states:—"Producers whose average daily production for any three (3) consecutive months is less than seventy percent (70%) of their established basic quantity, will hereby establish a new basic quantity equal to such average daily production."

In other words, if your actual production is well under your established basic you may be forced automatically to accept a new and lower base. Note especially that your AVERAGE for the three months is figured and that means that if you are just above 70 percent of your basic for two months but way below on a third month the average is likely to be below for the three-month period.

ion dues from employee's wages and pay them directly to the union.

Why this change of heart within the space of one column? If a "check-off" is good for the labor unions why not for agricultural cooperatives, too?

It looks to us as a part of a determined effort to destroy agricultural cooperatives by making it easy to take away their modest income and at the same time to build up labor unions by simplifying their problems of dues collection. Such inconsistency begs an explanation based on a logical use of full and complete facts.

## 4-H Clubs Gain In 1933

Boys and girls 4-H club work in Pennsylvania experienced a 21 per cent gain in membership in 1933 over the previous year, A. L. Baker, state club leader, reports. The total membership of agricultural and home economics clubs was 17,400. In 1932 there was 14,397 members. Altogether there were 1428 clubs, and the average number of members per county was 270.

Adhesive tape wrapped around sharp ends or corners of the bed springs is likely to save many a tear in sheets.



### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of November, 1933:

No. Inspections Made.....	2569
Special Farm Visits.....	294
No. Sediment Tests.....	3403
No. Meetings.....	22
Attendance.....	1439
Days Special Work.....	16
No. Miles Traveled.....	30,802

During the month 99 dairies were discontinued from selling for failure to comply with the regulations—134 dairies were re-inspected before the month was up.

To date 276,245 farm inspections have been made.

### Horace F. Temple

INCORPORATED

Printer  
and  
Designer

WEST CHESTER, PA.

BELL PHONE No. 1

### GROUND ROUGHAGE CUTS FEED COSTS!

This year, make the most of home-grown feeds, especially roughage! Recent tests show that if you will grind and feed more roughage you can cut grain rations in half and still get 93% as much production. Paper Hammer Type Feed Mills handle small grains, snapped corn, ear corn and fodder all equally well because they have *governor feed control*. For free booklet, send name & address on margin of ad.

**PAPEC**  
MACHINE CO.  
561 N. Main St.  
SHORTSVILLE, N. Y.

### GRASS SEED

Highest Quality at Astonishingly Low Prices

We have real bargains. Re-cleaned tested Timothy \$2.95 per bu.; Sweet Clover unbulled \$1.55; Alsike (20 to 25%) and Timothy \$3.95; Alfalfa \$5.50; Sudan \$2.50; Hulled Sweet Clover \$2.50. Have highest quality Red Clover at unusual, money-saving prices and other farm seeds correspondingly cheap. We buy from producer and sell direct to consumer at lowest prices. All seeds tested and sold subject to state or government test. Send today for Free Samples and Big Seed Guide.

**American Field Seed Co.**  
Dept. 673 Chicago, Ill.

### Lime and Fertilizer Spreader

They will do good work. Made to attach to any farm cart or wagon....

**\$15.00**  
J. S. Greenleaf, Anson, Maine

## Lancaster and Chester Lead States Dairying

EIGHT Pennsylvania counties rank among the 100 leading dairy counties of the country according to information recently released by the United States Census Bureau. These counties are Lancaster, Chester, Bradford, Susquehanna, Crawford, Tioga, Berks and York. Sussex County, New Jersey, is also among the first 100 counties.

These rankings show that Lancaster County was 28th in the nation in volume of milk produced with 26½ million gallons while Chester County with a rank of 36th produced almost 24½ million gallons. In point of value, however, Chester County was 12th in the nation and Lancaster County was 15th with values of \$6,908,113 and \$6,286,228 respectively. This excellent showing in value is undoubtedly due to better prices paid for milk in the Philadelphia milk shed as compared to many other dairy sections. Berks and York are also

COUNTY	MILK PRODUCTION		VALUE OF PRODUCT	
	Rank	Gallons	Rank	Amount
Lancaster, Pa.	28	26,517,097	15	\$6,286,228
Chester, Pa.	36	24,475,531	12	6,908,113
Bradford, Pa.	50	21,508,018	39	4,478,070
Susquehanna, Pa.	62	19,099,821	44	4,281,595
Crawford, Pa.	66	18,739,128	50	4,025,224
Tioga, Pa.	94	15,879,899	83	3,353,630
Berks, Pa.	95	15,416,696	65	3,743,089
Sussex, N. J.	96	15,320,984	48	4,152,987
York, Pa.	99	15,079,805	94	3,102,509

### Dr. King Resigns, Western Man Appointed

The resignation of Dr. Clyde L. King, as Chief of the dairy section of the A.A.A., was announced on December 16, the acceptance of his resignation being one of the last acts of G. N. Peek, as administrator of the A.A.A.

Simultaneous with this announcement was that of the appointment of J. H. Mason as acting Chief of the dairy section. This appointment was made by Chester C. Davis, newly appointed administrator.

Mr. Mason was general manager of the Des Moines, Iowa, Cooperative Dairy Marketing Association thus strengthening the mid west representation in the administration of the department of agriculture. He has been active in cooperative work in the Iowa-Nebraska section, organizing cooperatives at Omaha and Lincoln, Nebraska, and acting as arbitrator of milk marketing disputes at Sioux City, Iowa, and at other markets. He is reported as friendly to the cooperative movement, an attitude made very evident by his past record.

At this writing no official report of his policies has been announced. It is our hope that he will exert

within the Philadelphia milk shed but a smaller proportion of their milk comes to Philadelphia than is true of Chester and Lancaster Counties.

Leading the entire country in volume of milk production was St. Lawrence County, New York, with more than 56 million gallons followed in order by Dodge and Dane Counties, Wisconsin, Los Angeles County, California and Marathon County, Wisconsin. In point of value the first five counties were Los Angeles County, St. Lawrence and Delaware Counties, New York, and Dane and Dodge Counties, Wisconsin.

Twelve states are represented on the list. Wisconsin has 37 counties among the first 100, New York has 23, California and Minnesota 10 each, Pennsylvania 8, Illinois 3, Iowa, Vermont and Washington 2 each and Massachusetts, Michigan and New Jersey one each.

every effort to hold every gain thus far made for producers in the Philadelphia Milk Shed and to lend every effort to obtain additional gains. Recent developments point to a great need for help to producers in the butter and cheese areas. Whether the new dairy chief will concentrate his efforts on helping those producers and controlling production in general is to be found out. Those problems are more serious in the midwest and are therefore closer home to Mr. Mason.

It seems certain that the basic-surplus plan will be retained in the major milk markets outside of butter producing sections as the most workable plan of production control yet devised. Elimination of diseased and low producing cows with a processing tax appears as the most probable method of controlling production in the butter and cheese producing areas and if applied there is likely to be extended to all dairy sections.

More than a thousand strikes in all parts of the country, in recent weeks, have cost the strikers \$24,000,000 in wages, estimates the National Ass'n of Manufacturers.

### Jersey Keeps "A" Grade

INTER-STATE members living in New Jersey find themselves under the supervision of the New Jersey Milk Control Board. The interests of those members require that this organization keep in close touch with the board's activities.

Late in December the board asked for expressions of opinion on whether the "A" grade of milk should be abolished, leaving only one market grade, and whether dealers should be limited only by a maximum price for each product, permitting them to sell at any price that did not exceed the maximum.

Frederick Shangle, Inter-State vice-president, represented members of this organization and read a brief and concise statement of about 500 words which was received with enthusiasm and was considered logical and reasonable by members of the board. It summed up the situation clearly and represented the interests of a large number of "milk" producers. The final actions of the Control Board were exactly as recommended by Inter-State officers, continuation of "A" grade milk and of minimum retail prices for milk.

### Kester Quits "Record"

R. P. Kester, former Editor of the Pennsylvania Farmer, who has been Agricultural Editor of the "Philadelphia Record" for some time, is reported to have quit the latter on account of disagreements with their policy. According to reports, Mr. Kester disapproved of the Record's attitude and activity in the handling of news matter and editorials relating to the colloquy over the milk marketing question in the Inter-State territory.

Whiskers add no distinction to a person who is not otherwise distinguished.

### Ask Yourself Again

"How successful would our Association be if every member worked just like me."

### Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the average operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of November, 1933:

Butterfat Tests Made.....	5433
Plants Investigated.....	17
Membership Calls.....	1136
Calls on Members.....	11
Quality Improvement Calls.....	471
Herd Samples Tested.....	18
New Members Signed.....	148
Cows Signed.....	7
Transfers Made.....	108
Meetings Attended.....	4963
Attending Meetings.....	

## Prices Our Neighbors Get

### Twin Cities

Producers supplying the Minneapolis-St. Paul market were paid 22 per hundred pounds of 3.5 percent milk in November. About 90 percent of all milk delivered to that market was manufactured in butter, cheese, or evaporated milk. The output of these products showed a 7 percent increase over October.

### St. Louis, Missouri

The price for November milk delivered to country stations in the St. Louis milk zone was \$1.16 per hundred pounds of 3.5 percent milk. Deductions of 2½ cents were made for additional 10 miles. The f.o.b. St. Louis price was \$1.31. The marketing agreement which became effective November 26 brought an increase to \$1.89½ for Class I and \$1.05 for Class II milk.

### Louisville, Kentucky

Four percent milk f.o.b. dealers delivered to country stations in the Louisville milk zone for 72 percent of each producers' base. Excess over that amount brought \$1.01 per hundred. A differential of 2½ cents a point was allowed.

### Peoria, Illinois

The net pool price of milk on the Peoria market was 98 cents a hundred pounds in November, an increase of 6 cents over October. Milk receipts dropped 10 percent from October.

### Hartford, Connecticut

December milk prices for Hartford were held at 7¾ cents a quart or \$3.60 per hundred for four percent milk by the state control board. This price is applied to 60 percent of each producers' "quota" and any milk in excess of that amount will be paid for at a price to be determined early in January.

### Pittsburgh, Pennsylvania

The November price of 3.5 percent milk, f.o.b. Pittsburgh was \$1.69 per hundred pounds after deductions for sales and advertising commissions. Country plant prices were \$1.32 per hundred. Prices for secondary markets were set by districts and ranged from \$1.28 to \$1.57 with one district at \$1.79. One district on the basic-surplus plan paid \$2.96 for basic and \$0.92 for surplus and another \$1.60 for basic and \$.85 for surplus.

### Chicago, Illinois

The Class I milk price of \$1.91 gross per hundred pounds for 3.5 percent milk applied to 97 percent of each producer's basic. Surplus milk price was \$.82. A differential of 4 cents a point was allowed on variations in test.

### Boston, Massachusetts

The New England Milk Producers' Association which supplies most of the milk used in Boston paid its members in November \$2.19 per hundred pounds of Class I milk testing 3.7 percent in the 191-200 mile zone. The surplus price was \$.99. Class I included 93 percent of basic.

### Detroit, Michigan

November price of 3.5 percent milk delivered f.o.b. Detroit plants was \$1.65 net per hundred pounds for Class I milk with the surplus price \$.79. A differential of 3 cents a point was allowed for variations in test.

### New York City

As reported in the Dairyman's League News the November prices per 100 pounds of 3.5 percent milk delivered at plants in the 201-210 mile zone from New York City were as follows:

Class A Volume differ. plants	\$1.64
Class B " " "	1.62
Class C " " "	1.58
All other plants	1.52

From these prices were deducted 5 cents for expenses and 7 cents for certificate of indebtedness.

### Baltimore, Maryland

November prices for milk testing 4 percent f.o.b. Baltimore were 22.5 cents a gallon for Class I, 17 cents for Class II, and 13 cents for Class III. On the hundred pound basis these prices were \$2.63, \$1.98 and \$1.51 respectively. Differentials above and below a 4 percent test were approximately 5 cents a point.

### Wisconsin Prices

The average price received by Wisconsin producers for all milk in November was \$1.06 per hundred pounds. Prices for milk used in making cheese was \$.98, for butter \$1.00, for condensed and evaporated milk \$1.18 and for market milk \$1.41 with butterfat averaging 25 cents a pound.

Pasture treatment pays, according to tests at the Ohio Agricultural experiment station. These fertilizer trials covered seven years and showed that limestone and super-phosphate brought substantial increases in yields of forage. The increases in dry matter amounted to several hundred pounds an acre.

With muriate of potash and sulphate of ammonia also added still further increases in pasture yield were obtained. In these tests all fertilizers were applied once in four years except that those which contained nitrogen were applied every year.

## EAT BUTTER -- EAT BUTTER -- EAT BUTTER

# The Bigger the Slice the Better the Price

There is a national surplus of three billion pounds of milk, due to increased production or decreased consumption, or both. This oversupply is chiefly in the form of butter, because most of the surplus milk is converted into butter.

When more butter is made than is eaten, the price of butterfat is reduced. You know what that does to your farm income!

If each family on the farm and in small towns would use only one-half pound more of butter each week for sixteen weeks, the present surplus would be eliminated!

Or, if each member of these same families would use an extra half-glass of milk daily, the surplus butter would disappear in even less time.

We are today using less than half the amount of milk per person which scientists recommend, and the average consumption of butter in the United States is only 18 pounds while in Canada it is about 30 pounds per person yearly.

## Philadelphia Inter-State Dairy Council

219 North Broad Street  
Philadelphia, Pa.

## EAT BUTTER -- EAT BUTTER -- EAT BUTTER



## 25% SAVINGS SECURITY 100% PROTECTION

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A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

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Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1953 as compared with the same period of 1952

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Business..... Payroll..... Make of Car..... Model.....

## DAIRYMEN

When you want the facts, tersely told

READ THE

### The Milk Producers' Review

The function of this magazine is to keep you accurately informed on milk marketing problems of the Philadelphia Milk Shed

### The "REVIEW"

Limits Its Comments to Facts

which are summarized and condensed for your convenience. It has neither time nor space for the half-truths and the insidious propaganda which is circulating so freely over this milk shed.

Just as the Inter-State Milk Producers' Association has built one of the best milk markets in the country, so the "Milk Producers' Review" has given and will continue to give you reliable information about that market.

"Review" Advertising Is Equally Reliable

Mention the "Review" when Answering Ads



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An increase of 1 ton of 10 per cent protein high-quality cow-hay (average of 176 tests).

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# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE

Vol. XIV

West Chester, Pa., and Philadelphia, Pa., February, 1954

No. 10

## Reorganization Plans Proposed Middle Ground Committee Suggestions Accepted At January Board Meeting

INITIAL steps toward reorganizing the Inter-State Milk Producers' Association were approved at the Board of Directors' meeting at Harrisburg on January 16th. The proposed changes were developed by a "middle ground committee" consisting of Furman Gyger of Kimberton, Chester County; Ira Hartz, Elverson, Chester County; Horace K. Martin of Goodville, Lancaster County; and Alvin K. Rothenberger of Worcester, Montgomery County. Their recommendations represent all that they considered sound in three or four different plans which came to their attention plus certain changes developed within the committee.

Shortly after these proposals were announced certain factions, openly destructive, demanded immediate and complete changes in the proposals of the "middle ground committee" plus a complete change of officers. Anyone with a kernel of horse sense knows how ridiculous such a demand is.

### Legal Steps Necessary

The by-laws can be changed only after a legal procedure which takes time and can be done only at a meeting in which the proposed changes are included in the call. The charter would have to be changed also, which would be an even slower process. In addition, it is doubtful, whether a court would uphold any change in by-laws made while the election is delayed by injunction.

The proposal to throw out all present officers with no suggestions as to who would replace them is positively vicious.

It appears that the leaders of these factions have some trick which they would spring, either putting themselves in office or putting in puppets upon the strings of which they would keep a firm hold. Until these factions present a ticket—or tickets—bearing the names of responsible, capable, experienced and sincere men you cannot afford to even consider their subversive proposals.

Milk producers, just analyze these proposals of the Allied faction, or the "anti-Allebach" factions. (We doubt that there is a speck of difference since, we are informed, they employ the same legal counsel, travel together, eat together, meet together.) Have they voiced a single constructive suggestion except those which they accuse the middle ground committee of stealing and which have been approved by the Inter-State Board of Directors?

The changes proposed by the middle ground committee are six in number. The first and most fundamental change is—"That the Inter-State be changed from

a stock basis to a membership basis with each member having one full vote and that membership be limited to milk producers who will automatically lose their membership when they cease milk production."

A preliminary legal opinion on this point is that a favorable expression must be obtained from a majority of all outstanding stock before such a change can be made and these votes must be in writing and signed by each member. Unfortunately this vote will take time and will involve many legal technicalities which are concerned with a corporate set-up.

### Directors By Districts

The second proposal is—"That the present system of electing directors be changed by dividing the entire territory into districts and that a definite number of directors be elected in each district."

We are told by counsel that this might be accomplished by a change in the by-laws. Such a change must be made as provided in the articles of incorporation and as soon as the present injunction is lifted the way will be clear to develop the details of such a plan for final approval.

Proposed change number three provides—"That no director shall be a full time employee but should be paid on a per diem basis for services rendered."

This, it is believed, would also require a change in by-laws and might result in added expense for the association if the duties of certain officers would require them to make frequent trips to the association offices in addition to the full time employees who carry on present activities. It is believed that under this plan all the officers would be in closer contact with members.

### President's Duties Divided

The fourth change would provide—"That the new management of the association be made even more receptive to constructive suggestions from members and that such suggestions be put into practice when favored by a majority of members."

Preliminary legal advice suggests that additional by-laws might have to be enacted to make provisions for obtaining expressions from members on the constructive suggestions.

The fifth suggested change provides—"That the president of the association shall be chairman of the Board of Directors and an ex-officio member of the executive committee but not chairman of that committee."

This would require changes in the by-laws. Such a change would distribute responsibilities and authority by requiring the chairman of the executive committee to be someone other than the president of the association.

The sixth proposal states—"That the association engage a trained and experienced 'general and sales manager' who can meet distributors on even terms and who shall not be a member of the board of directors."

This is a distinct change in policy which would make the "general and sales manager" strictly an employee. He would report to the board of directors or in their absence to the executive committee or officers. He would carry out the policies established by the board but would have no voice in fixing these policies except in an advisory capacity when requested.

The comments on the legal aspects on all these points are not final legal opinions, rather they are preliminary, and an exhaustive search of statutes would be made before definite legal opinions could be rendered. Other comments are offered as the most important and obvious facts concerning the proposals and are not considered as exhaustive nor intended to influence opinions on the changes.

### Committee Complimented

The proposed changes appear to be meeting general approval. The committee which developed and presented them have been complimented on their work by having Inter-State enemies accuse them of stealing the program. The only bones of contention left for these enemies to gnaw upon are those of making the changes right away, which appears legally impossible, and that of removing all present officers, which is a type of change resembling a Cuban revolution. Their proposals are decidedly un-American.

The committee insisted that there was no room in its program for personalities, that the changes they proposed would strengthen the position of the organization this year, next year, and for years to come. They insist this program is based on democratic principles with the members having the final word.

Under this plan the members are charged with the responsibility of putting strong men in as directors. If new directors are needed the members are asked to select and elect new ones. If the present directors are considered capable, the members are asked to re-elect them.

If that is done the directors will represent the members' best interests and it will be the

(Continued on page 9)



## A New Milk Marketing Policy

### Philadelphia Agreement Being Revised to Fit

**W**HAT next? That sums up the public view of milk marketing activities of the A. A. A. during January.

On January 8 a press release from Washington announced a new policy on milk marketing agreements. Later announcements amplified this statement. It stated that in new agreements emphasis would be placed on setting and enforcing prices to producers and for the most part letting retail prices take care of themselves. It was also announced that existing agreements would be changed to conform with that policy as need for such modification develops.

The new policy was said to aim at securing a better balance between the price of fluid milk and of milk for butter and cheese. Telegrams explaining briefly the new policy were sent to all producers associations party to present agreements.

The press misinterpreted this information as being a complete cancellation of all agreements, and caused an acute situation causing some breaks in price to both producers and consumers in some secondary markets. A delegation of producers and distributors went to Washington on January 11 to present this evidence of price breaks and were informed that the agreement was unenforceable. Unfortunately for its case, A. A. A. attorneys had the last word in writing the original agreement and so it was their own work which was considered not enforceable.

However, this stand was changed the very next day and word was sent out that the prices to producers would be enforced until a revised agreement was prepared and accepted.

Then on January 17, Secretary Wallace gave notice of the termination of all existing agreements with the provision that the license of distributors will remain in effect until further notice. It was said this action was taken to permit the A. A. A. to proceed with the establishment of new agreements under the recently announced policy.

No definite word but lots of rumors were heard as to the probable content of the revised agreements. As asserted in the announcement of policy it is expected that the buyers of milk from producers will be required to pay scheduled prices but will be permitted to sell at any figure they see fit. This is designed to protect the consumer from any excessive distributor's spread. It is expected that pro-

visions are to be included which will insure payment in full to producers by all distributors. Such a provision is included in the proposed metropolitan New York agreement now being discussed.

Production control is an avowed intention of the new policy which makes retention of the tried and effective basic-surplus plan quite sure.

Prices to producers for each market are expected to be based on butter prices, or a combination of butter and cheese prices as A. A. A. officials feel that fluid prices are out of line with those paid for butter and cheese purposes. This may mean a lower price to Philadelphia producers unless the general dairy price level rises some.

The Philadelphia agreement is nearing completion but no word concerning it is being given the public until it is put in as near final form as possible. It is expected that it will then be released to the public for comments, criticisms and constructive suggestions of interested parties. It is hoped that this can be done in time to include it in this issue of the Review without holding it up unduly.

Late in January Secretary Wallace announced tentative plans for industry-wide production control. This included a processing tax of up to five cents a pound on all butterfat with a corresponding tax on oleomargarine. It was expected that \$150,000,000 would be raised in this manner, plus \$100,000,000 by direct appropriations.

This money would be paid producers who would voluntarily reduce production below the 1931-32-33 average, each producer to determine his own means of reduction which would have to receive an official O. K. before any payments would be made. The plan also includes speeding up the tuberculosis eradication campaign which it is expected would remove 600,000 cows from dairy herds within a year. An additional suggestion is to remove good dairy cows from surplus producing areas to southern farms entirely without cows so as to supply these farm families with much needed milk.

"This program must be endorsed by the dairy industry and meet the approval of dairy farmers before it will be adopted", declares Secretary Wallace. It requires that dairymen actually cut down production. The aim is 15 percent per farm with the hope that there will be an actual reduction of 10 percent which would more than bal-

ance the decreased consumption of the last four years.

This must be a nation wide proposition as the dairy industry cannot be localized, especially as to manufactured products. It is doubtful that the A. A. A. would endorse any plan which would exempt any dairy section from production control.

## To Enforce Jersey Inspection

**D**AIRY farm inspections for New Jersey are more stringent than for Pennsylvania. This is expected to work a hardship on many producers because it is said that at least a small part of the milk handled in almost all large Philadelphia milk plants reaches New Jersey as cream, ice cream or other products. Therefore, it is expected that every farm sending milk to any plant that does even a small part of its business in New Jersey must meet the New Jersey inspection.

The Executive Committee of the Inter-State Milk Producers' Association expressed itself as opposed to general enforcement of these regulations by any representative of milk producers but suggested that dealers carry out such inspection at their individual discretion. It was felt by the committee members that such requirements would work an expense and hardship on many producers for which they would get nothing in return, not even an extra cent per hundred pounds. This expense, they contended, must be borne to meet the requirements of only a small part of their production and probably for an infrequent sale in New Jersey of that small amount. This opinion of the committee does not apply to such farms as are supplying milk ordinarily intended for New Jersey delivery, and therefore must meet these requirements.

Perhaps the biggest point of difference between the New Jersey regulations and those in other states in the milk shed is that at least two square feet of window area must be provided for every 500 cubic feet of air space in the stable. Another rule provides that no other livestock can be kept in the same stable with dairy cows. This would require expensive alterations on some farms where one end of the stable is now used for horses. The stable floor must be completely paved with concrete or other impervious material and must be properly graded. Cow yards

### New Jersey Farm Week

Agricultural Week and the New Jersey Farm Show attracted about 20,000 persons to Trenton. In addition to the show of farm produce and the commercial exhibits in the Armory most state agricultural associations met that week.

Dairy day attracted the largest crowds in the history of the event with an overflow crowd at the dairy banquet. State Ayrshire, Holstein-Friesian and Jersey associations met during the day and discussed problems confronting them, also making future plans.

must be kept clean and well drained and all manure must be removed from the stable daily. It must be handled so as not to provide a breeding place for flies and so that the cows will not come in contact with it.

New Jersey regulations also require that the milk house must not be entered directly from the stable but it may be separated by an area-way equipped with self-closing doors at each end. New milk houses must be completely detached from the stable. The floor must be tight, the walls and ceiling kept clean, and all openings screened. The cooling tank must be equipped for easy cleaning and the water used must be clean and uncontaminated.

Milk must be delivered to the receiving station at a temperature of 60 degrees or less for "B" milk and 50 degrees or less for "A" milk. This provision for cooling to a low temperature will require ice or other refrigeration on many farms which will be another expense.

Health requirements, both of the handlers of milk and of the cows, are somewhat more strict under New Jersey requirements. All milk handlers must be free of all communicable diseases which may be transmitted through milk. The dairy herd must be examined by a veterinarian once a year and outbreaks between inspections must be reported.

The foregoing points are merely the high spots of the differences in requirements. They are the ones which are most likely to cause greatest expense in meeting. It is not the intention here to either endorse or condemn these requirements, but to inform those milk producers who may be affected of the more important points in the New Jersey regulations.

"I never told lies when a boy," "When did you begin, Father?"

Read "Review" Ads, they are reliable.

February, 1934

## Allebach Resigns Presidency Continues as Sales Manager

Coincidental with the adoption of the "middle-ground committee's" program of change for the Inter-State Milk Producers' Association came the resignation of H. D. Allebach as president of the organization. The resignation was announced from Harrisburg on January 17th following its acceptance by the Board of Directors at its closing session the evening before.

This action was taken primarily to remove from Mr. Allebach's shoulders the cares of two jobs and to permit him to concentrate his attention on his work as sales manager, a position to which he was appointed by the Board of Directors on December 6, 1920, and which he has occupied continuously since that date. Mr. Allebach has served as President ever since he was elected to that office in the fall of 1922, succeeding Frank P. Willits when Mr. Willits was named Pennsylvania Secretary of Agriculture.

Frederick Shangle, vice president, was asked by the board to serve as president until the board reorganizes following the postponed election of directors. The board will then elect one from its number as president for the remainder of the year.

It was hoped—but scarcely expected—that the approval of the six-point program together with Mr. Allebach's resignation would convince the antagonists of the Inter-State of the sincerity of purpose of the present officers and directors in so changing the Inter-State as to eliminate what those antagonists held objectionable. This action met the foes more than half way in an attempt to bring peace and order to the milk producers in the Philadelphia area. The leaders of the other factions showed no desire to compromise. They demanded a complete overthrow—but that attitude is covered elsewhere in this issue.

In leaving his president's chair Mr. Allebach said, "When I was approached by this committee they informed me that it might be necessary to ask me to step aside, that this would be determined according to developments. I assured them that if it was the wish of the committee and if that wish were concurred in by the Board, I would be glad to abide by their decision. I know that you men are sincere and working for the good of the organization, putting it ahead of personalities. This Association is more important than Allebach, and if the best interests of the Inter-State, which is the representative dairy organization of the

Philadelphia Milk Shed, is best served by doing so I shall gladly subordinate my personal wishes for the good of the organization."

He had asserted this stand many times previously, always recognizing that the Board of Directors is the real governing body of the organization. Upon assuming the new duties which will be his until the board reorganizes, Mr. Frederick Shangle, Inter-State vice-president, said, "These developments and the resignation of Mr. H. D. Allebach as President of the Inter-State Milk Producers' Association have placed upon me as Vice President a very heavy responsibility which I shall endeavor to perform to the best of my ability in cooperation with the officers, the Board of Directors and all milk producers in the Philadelphia milk shed."

### Chicago Arbitrates

**T**HE cancellation of the Chicago Milk Marketing Agreement which became effective on January 1st resulted in an immediate attempt by all distributors to meet the "chiselers" retail prices. The dealers accordingly announced a cut in farmers price from \$2.10 to \$1.40. It was the same old story of the farmer taking the rap in a retail price war.

The Pure Milk Association called in its delegates, conferred on the difficulty, and called a strike of all producers. The strike shut off about 95 percent of all milk entering Chicago and it lasted five days, being settled when Mayor Kelly arranged for arbitration with all distributors, including those who had been the worst chiselers. The arbitration committee consisted of three men, one appointed by the producers, one by the distributors, and a third to be appointed by the first two.

This committee agreed that a price of \$1.85 for 3.5 percent milk for fluid sales (Class I) in the 61-70 mile zone would be fair and all parties agreed to this. One difficulty entered the situation at this point. The A. A. A. informed the interested parties that it would be ready, when such action was considered necessary, to issue and enforce a license to all distributors selling milk in Chicago calling for payment to farmers of \$1.70 per hundred pounds.

Secretary Wallace and Mr. Davis of the A. A. A. made it plain that they would not try to enforce any price to farmers of more than \$1.70 per hundred. In other words, the A. A. A. economists arrived at \$1.70 for Chicago as the highest price that was justified with butter at

its present level. They further expressed the opinion that they would consider any higher price agreed to by all parties as satisfactory but until butter prices move upward they would not recognize them as a part of any license for that market.

It is considered by Chicago dairy leaders that producers of milk for fluid sale are put to greater expense and deserve a higher price. They are making every effort to have the A. A. A. issue licenses on a basis that would include enforcement of a producer's price of \$1.85 per hundred pounds.

The A. A. A. on February 3rd issued a license for all milk distributors in the Chicago area. This provides \$1.75 per hundred pounds

of 3.5 percent Class 1 milk, \$1.25 for Class II and 3 1/2 times the average 92-score butter price for Class III. Frank C. Baker was appointed administrator.

### JANUARY PERCENTAGES

*Figures for January payments which were delayed by the drivers' strike provide that Class I price should be paid by distributors for any amount up to 85 percent of each producer's established basic quantity and that Class II price be paid for any production over 85 percent and up to 102 percent of each producer's established basic.*

## Farm Show Breaks Records

All previous attendance records at the Pennsylvania Farm Products Show were broken this year according to estimates by officials of the show. Total attendance was judged to be 287,000 during the five days with Wednesday's attendance setting the record at 77,000 followed closely by the Thursday and Tuesday figures.

The names of Inter-State members were prominent among the winners in the milk and the dairy cattle competitions. B. H. Welty, an Inter-State director from Waynesboro and C. B. Smith of Mercersburg won blue ribbons in two milk classes while John S. Hersherberger of Everett; K. S. Bagshaw, of Hollidaysburg; C. Allen May, York; George D. Brown and E. F. Shepherd, both of Oxford Harry Dodd of Elkview, Robert Mendenhall of Avondale and Delchester Farms of Edgemont were Inter-State members who placed either second or third in various milk classes.

Others who won high placings in the milk competition were H. C. Rishel of York, D. A. Morrow of Tyrone, George Thomas, 3rd, Whitford; John W. Fitz, Ira Shank, Herman Aller and Charles E. Martin of Waynesboro; Jacob S. Horst, Bareville; Mrs. George R. Fay, Williamsburg; J. W. Aughinbaugh, Mercersburg; John D. Ross, Oxford; H. C. Zook, Mifflin; John P. Connell, West Grove; Norman C. Maule, Quarryville; and J. G. Bagshaw of Hollidaysburg.

Among the most frequent winners in the Jersey competition was Many Springs Farm of New Centerville. A. P. Irwin of Chadd's Ford Jct.; C. A. Cassell & Son of Hershey and S. P. Collum of Reading were prominent winners among Guernsey exhibitors. Inter-State members who won Holstein awards were Henry A. Schell, Jr. of Phoenixville, Wm. H. Landis of East Greenville, Earle L. Groff and Al-

vin Haas of Strasburg and Jacob R. Bouser of Lampeter.

K. S. Bagshaw and Miles C. Bagshaw, both of Hollidaysburg, were frequent winners in Brown Swiss awards as was James C. Mackison of Delta. Herbert W. Seidel of Virginville was an Ayrshire winner.

The various state dairy breed associations held their meetings at Harrisburg during show week. The Federation of Holstein - Friesian Clubs in Pennsylvania elected, among others, I. V. Otto of Carlisle, Elvin Hess of Strasburg and A. K. Rothenberger of Worcester as directors. Mr. Otto is well known to "Review" readers as an Inter-State director and the other men named are active members.

The Guernsey association asked Secretary McSparran of the state department of agriculture to petition the next general assembly for a complete investigation of Bang's disease, or contagious abortion, with the object of discovering or developing methods of eradicating the disease from Pennsylvania herds. They also asked that the Federal government adopt a policy of eliminating diseased cows as a means of reducing milk production.

Commercial exhibitors numbering more than 350 added to both the financial and educational success of the show by purchasing space to advertise or sell their products. Many of them have already asked for space reservations for next year's show.

A free book entitled "Profitable Feeding" can be obtained by writing the Larrowe Milling Company of Detroit.

Burn all dead leaves of horse-chestnut trees as the first step in getting rid of the blight which browns the foliage during the summer.







# Home and Community

Elizabeth McG. Graham, Editor

## For A' That and A' That

What tho'lon hamely fare we dine,  
Wear hoddens gray, and a' that?  
Gie fools their silks, and knaves  
their wine—

A man's a man for a' that!  
Their tinsel show, and a' that;  
The honest man, tho' e'er sae poor,  
Is king o' men, for a' that!

Then let us pray that come it may,  
As come it will for a' that,—  
That sense and worth, o'er the  
earth,

May bear the gree, and a' that.  
For a' that, and a' that—  
That man to man, the world o'er,  
Shall brethren be for a' that.

—ROBERT BURNS.

## A Game For the Family

"Bingo"

This game suits old and young and can keep the family busy an entire evening. Rule off as many sheets of paper as there are players into twenty-five squares about one inch by one inch. Number these squares from 1 to 25, a different number in each square. Make these numbers plain to avoid confusion. Make each sheet different from the others in the order of its numbers. Now give each player his sheet and twenty-five kernels of corn, raisins, beans, or buttons. The person who is presiding reads off a series of numbers, never going beyond 25. Every time he mentions a number, each player puts a bean or button on the space on his paper that contains that number. When a player gets five beans in a row, up, down, across, he shouts "Bingo" and scores two points. Then the papers are swept clean and the game starts again. The equipment you have prepared may be used again and again, all through these long winter evenings.

Men have a few basic needs which must be supplied as part of a civilized environment. One of these is an abundant supply of pure water. Other basic services are transportation, communication and power. We shall steadily approach the time when these services are so cheaply supplied that they fall into the background as requiring but little of our thought.

DR. ARTHUR E. MORGAN,  
Chairman of the Tennessee Valley Authority

## Your Shopping Service

LOUISE E. DROTLEFF

1—Cellophane protectors over each clothes hanger will keep light colored dresses free from dust and soil while hanging in the closet. For 12c you may purchase a neatly bound cellophane protector and hanger. If, however, you prefer to make the protector yourself, write us for free instructions.

2—Deserts need not be expensive to be attractive! For instance, Jello served in small crystal glasses is a real treat. These same glasses—which are 5c a pair—may be used for serving puddings or relishes.



## Resettling America

R. G. TUGWELL

Asst. Secretary of Agriculture

With an eye to the long pull, President Roosevelt has announced a new land policy, which I believe in time may be looked back upon as of equal importance to the Homestead Act. He has said that as fast as good new lands are brought into cultivation by drainage and irrigation, a correspondingly productive area of inferior land will be taken out of cultivation, withdrawn into the public domain, and kept there. The attempt will not be to match area for acre. An acre or area of rich new land brought in, may mean three or more acres—or areas—of poor soil retired to more suitable uses.

We have settled this country at the shot of a gun and settled it very badly, on the whole. As it is now, the pattern of our life upon our 1,906,000,000 acres is hodge-podge. A farmer who puts his chicken-house on the best building site on the property, and sticks his home in a roadside hollow better fitted for a barnyard, has been no more blind to his opportunities of pleasanter or more spacious living than we have, as a nation, in living upon our land.

Many of our farmers are working soil which ought not to be farmed, but rather planted to trees, or diverted to recreational or residential purpose. And a large part of our non-agricultural population is living in the places manifestly unsuited for the best life and the best work.

No one great part of America has a complete natural monopoly on good farmland, or on bad. It would be a nice idea, and one most appealing to the arbitrary planner, to resettle Americans sweepingly, out of this region into that one; uprooting men, their flesh and blood, their loves and memories, with as cool and commanding an intelligence as governs the movement of men in a game of chess. But I think the job cannot be done in that way, and should not. We do not know enough, any one of us, to assume the power of arbitrarily transplanting people from their native soil and location.

We are taking out of competitive production, as it is, a great deal of land, farm by farm, pro rata. Faced with the fact that we have been planting some 40,000,000 or 50,000,000 acres of land in staple crops to be sold in foreign markets now largely closed to us, we have moved to retire that surplus acreage from cultivation and to put it to other use.

Nine-tenths of our cotton planters cooperated last year to take out 10,500,000 acres of cotton, more than a quarter of the entire American acreage in that crop. This year they will reduce the national planting of cotton from 40,000,000 to 25,000,000 acres. Our wheat growers, operating in accord with a world wheat agreement, will reduce the national sowing some 7,500,000 acres in 1934.

Moving in the same manner, cooperatively, through county production control associations, our corn and hog growers will remove in advance from new year's market, by not seeding it, some 20,000,000 acres of corn, and will make a corresponding reduction in pork production. Add to that the 500,000 acres which we shall probably take out of tobacco in the next year or so, and the total, if our present programs secure the degree of cooperation anticipated, is 45,000,000 acres to be displaced.

This vast acreage is being retired to grass or other protecting and non-competing crops under the allotment plan, farm by farm, pro rata. We have launched ten erosion projects to protect about 1,000,000 acres that are washing or blowing away. Already we have disbursed to farmers more than \$200,000,000 in adjustment payments. In 1934 we may disburse in adjustment payments as much as \$700,000,000 more.

These payments are made to induce cooperative adjustments of farm production; under our present method we are getting that money from processing taxes. To the extent that they are passed on to the consumer, these are in effect sales taxes. That is unpopular, but I think it is just. I do not feel that the cost of making social and economic adjustments which are vital to the welfare of the whole country should be borne by the farming class exclusively. But once this adjustment is effected, and parity restored, our processing taxes disappear automatically, under the present act. What then?

Is it not possible that by that time agriculture will be very closely and effectively organized to operate effectively in its own behalf? I think so. The spectacular part of our production adjustment efforts, the part that stands forth visibly, is the land we are taking out of competitive production. The fact that we are accumulating and verifying production figures, farm by farm, throughout the country, and the fact that we are organizing the farmers, county by county to act on those figures comprehensively, to farm together rather than against each other—that almost escapes attention. But

(Continued on opposite page, column 1)

## Paying For Unemployment

One point on which everyone is agreed is that the portion of our population who are unemployed and needy must be looked after, whether by local, state or federal agencies.

The second point of general agreement is that relief costs money, and somebody has to pay the bills. Who?

For the present, it is obvious that the unemployment situation had assumed such proportions that to stop to argue about who would pay the relief bill would have been like stopping to enquire who had a box of matches while the house was on fire.

But for the future, whose responsibility is unemployment going to be? There is increasing sentiment that industry must make provision for shouldering its own unemployment burden, for nationally-speaking, the vast majority of the unemployed result from the slowing down of the industrial wheels.

A number of different proposals have been set forth:

An amendment to NIRA, requiring setting aside a percentage of its earnings to help carry its workers over seasons of unemployment.

Federal aid for industries which provide security to their workers by exempting all security reserves from federal tax.

Endorsement of a model state unemployment insurance bill.

Legislation along these lines will unquestionably be introduced at this present session of Congress, in Washington. And industry, both employer and employee, will be asked to do intelligent planning for future emergencies.

Health and accident insurance are already in common use. Unemployment insurance will be merely another, and bigger step forward for industry.

## "Favorite Recipes From Our Readers"

### Corn Muffins

2 1/2 oz. sugar 3 oz. corn meal  
2 eggs 3 oz. pastry flour  
1 cup milk 1 1/2 t. baking powder  
2 oz. butter salt

THE NITTANY LION,  
Pennsylvania State College

## The New Food and Drugs Bill

Hannah McK. Lyons, M.D.

Recently I was asked, rather emphatically, "Why the rural people were opposing the new Food and Drugs Bill?" Perhaps I want-

to answer as emphatically, "They are not; if they were, it is a case of wrong information."

Let us look at conditions as we find them today! It is now about twenty-seven years since we had first law. It had been carefully written; the facts and needs sponsored by Dr. Harvey W. Wiley, famed in food and drug knowledge, and with a keen sense of the consuming public as well as fairness for the manufacturer and dealer.

But twenty-seven years of enactment have shown weaknesses in the old bills, and brought many developments, named by the American Medical Association:

It applies only to products that are in one state and sold in another. It prohibits 'false and misleading' statements on the trade package only, not the composition and source of the product.

It prohibits 'false and fraudulent' statements, on the trade package only, not the curative effects. It requires 'patent medicine' makers to declare, on the trade package only, presence and amount of alcohol, morphine, opium, cocaine, etc., etc. in their formulas.

It does not apply to products that are in the same state as that in which they are made.

It does not prohibit false or misleading statements in newspaper advertisements, circulars, window displays, etc. It does not prohibit any kind of a 'curative' value of a 'patent medicine' if that lie is told elsewhere than on the trade package.

It does not require 'patent medicine' makers to declare even the presence of deadly poisons as prussic acid, curare, acid, arsenic, strychnine or any of the hundred other dangerous drugs.

Cosmetics were not even mentioned in the old bill, but today history of their wide use without proper supervision is told in the sad happenings of skin and scalp troubles and blindness from some of the 'beauties'. Restraint becomes very important!

So a new bill is needed, or else

an enlarged or changed old one. Recently one has been written known as the Tugwell Bill, or officially Senate Bill 1644. After the Washington hearing in December it was thought by its opponents much too drastic and a substitute Bill 2000 has been written by Senator Copeland. Many of the most stringent measures are out but it still "plugs many loopholes" of the old bill. Send to your Congressman for a copy; it will make a good program for your club meeting. Everyone needs information to be ready to help get the much needed new bill.

No doubt the housewife's greatest interest will be in the canned foods section. Buying has been difficult with the contents shut up in a tin can, and the "brand" name gave no clue to the quality. There are in some cases 3000 makes of the same product with a different "brand" name. Which would be the best "buy?"

In the new bill the label may be just as pretty as ever, but there must be something to designate the quality.

Every can of fruit or vegetables placed on sale falls within one of the four grades and regardless of "brand" name must carry the alphabet naming as to quality.

We are living in a time never dreamed of when the first bill became a law. Competition is keen, and advertising has become an art. The once drab pages of the magazines now bristle with irresistible information so fascinatingly told that the public is often duped. The radio, too, with its charm of music and current happenings, suddenly gives you an elaborate discourse on some food or beauty product.

Might the reason that the "rural people" are accused of opposing the bill be found in the facts that "thinly disguised threats have been made by some manufacturers to newspapers, warning them that they will lose advertising unless they oppose the measure; and hinting that two doctors wrote the bill to fatten doctors' pocketbooks?"

We have a right to know what we are buying!

(Continued from page 6)

A new mobilization of agriculture may in the long run prove the most valuable thing we are getting out of these emergency drives and maneuvers. . . . Until we know whether we are going to farm for ourselves, as a nation, or farm for the whole world again, we can have, obviously, no hard and fast measure for the whole world again, we can have, obviously, no hard and fast program. Perhaps we shall never attain to that dream of the social philosopher, blueprint town, with rigid, perfect plans for land and all national resources. That may be just as well. I suspect dogmatic planning. It involves prophecy; prophecy implies certainty; and there are no certainties today. The old assurance of a new country; there are vast uncertainties, endless problems. Let us attack these problems as they come.

In writing, then, of the new uncertainties toward which, with our new and as yet untried social machinery, we seem to be proceeding, I only indicate possibilities and prophecies. I do not say, "This is what we shall be or do"; but merely, "This, from the present start, is what we may be or do, if we have courage, patience and strength enough."



## How the Danish Farmers Lifted Their Country Out of a Depression\*

Frederic C. Howe

WHILE we are carving footholds on the slippery banks of the Slough of Despondency, it is encouraging to think of Denmark.

Fifty years ago that sturdy little country was in the same boat we were in last Winter. Agriculture was in a state of collapse. Everybody was in despair, because they thought it must be an incurable collapse, that political disorder was bound to follow soon.

Look at Denmark today. There are few millionaires. There aren't any slums, city or country. There is equality between the sexes. There is no illiteracy; the average Dane is highly educated. Not only do the young people go to excellent schools, but their parents continue their progress at the Danish Folk Schools. The classes of people who usually have the most limited and sordid existence, physically and spiritually, live—in Denmark—a full and comfortable life. "The great unwashed" public is well washed, well fed, well paid, and well read.

How did this Utopian set-up happen, when fifty years ago Denmark was facing ruin?

The answer is that it did not happen. It was built. And it was built by farmers. No ready-made organization was laid on them from above. They organized themselves from the ranks. They built themselves into such a strong, large, united proportion of the public that they became an integral part of the country's economic and political structure.

The result is that Denmark is a true democracy. Its main interests, the interests of its biggest population, are the interests served by the Government.

Cooperation is the key of the whole structure. The cooperative movement is nation-wide. It started with the farmers, has gone on to include the city people too.

Producers cooperate and handle their products from soil to sale. Consumers cooperate and through the experts of their buying associations make their purchases from the world's best markets.

A Danish farmer is often a member of a dozen different cooperatives which take care of all his products and supply all his needs. His eggs are tested and graded and shipped and marketed by his own egg cooperative. His pork is slaughtered and cured at a cooperative slaughter house within reach of his farm. His finances are in the safe hands of his own cooperative bank.

"Governments, like Clocks, go from the motion Men give them, and as Governments are made and moved by Men, so by them they are ruined too. Wherefore, Governments rather depend on Men, than Men on Governments. But if Men be bad, let the Government be never so good, they will endeavor to warp and spoil it to their turn."

—WILLIAM PENN (in the Preface to his Frame of Government, 1682).  
Founder of Constitutional Government in Pennsylvania.

\*From "Consumers' Guide" published by the A.A.A.



## Directors Hold Meetings

The regular bi-monthly meeting of the Board of Directors of Inter-State Milk Producers' Association was held at the Penn Harris Hotel in Harrisburg on January 16th. All members were present except Mr. Waddington who was attending a New Jersey dairy meeting and Mr. Willits who was ill.

The board paused in silent prayer in honor of C. Craig Tallman, a recently deceased director. It was moved and seconded that a resolution of respect be sent to the Tallman family and a copy spread upon the minutes.

Mr. Allebach transmitted to the board the desire of the "middle-ground" committee to meet with the board and present for its consideration and approval a program which they felt would bring about harmony among the membership. The board asked that the committee be called into the board meeting at once.

Mr. Shangle reported that no date had been set as yet for the holding of the postponed annual meeting. Mr. Zollers, secretary, reported that the Federal auditors started a complete inspection of the stock ledger records on January 2. Mr. Allebach reported that Supplee-Wills-Jones were paying for "A" milk on a percentage basis based on purchases and sales of "A" milk, thereby giving all "A" producers a share in that market rather than cutting off certain producers entirely and putting them on a "B" basis.

The "middle-ground" committee then appeared and made its report which embodied the proposals outlined on page 1 of this issue. General discussion of their proposals followed in which the committee

members took an active part.

It was moved and seconded that a committee of four directors be appointed to work with the "middle ground" committee on their proposals. This was then amended that the committee report to the board. Motion and amendment passed.

The board then went into executive session in which it approved the proposals of the joint committee.

A special meeting of the board was called for February 3 to consider in strict confidence the milk marketing agreement being proposed by the A. A. A. for the Philadelphia market. The A. A. A. did not want its contents made public until it was developed further and then it should be released.

All members were present except Mr. Willits who is ill. Mr. Shangle reported on the work of a committee which was called to Washington on January 31 to discuss the new agreement with A. A. A. officials.

Mr. Shangle also reported on a statement almost criminally damaging to Mr. Allebach in the Philadelphia Record on February 1st. This statement was an alleged conversation between Mr. Allebach and Mr. J. H. Mason which Mr. Allebach and everyone with him denied having been made and which was also denied by Mr. Mason in a telephone conversation.

The board went into executive session to discuss the marketing agreement.

The Board was called in again on Saturday, February 10th to consider further the proposed marketing agreement. This meeting will be reported in the March "Review."

## Milk Board Appointments

GOVERNOR Pinchot Gifford announced his appointments to the Pennsylvania Milk Control Board on Monday, January 22. He named Edward A. Stanford of Whitemarsh, Montgomery County, as Chairman with Howard C. Reynolds of Factoryville, Wyoming County, and John C. Barney of Waterford, Erie County, filling the other positions.

Members of the board are all experienced dairymen and have had extensive contacts with every angle of producers' problems. They represent widely separated parts of the state which should insure fair hearing for the producers from every section.

Mr. Stanford has been manager of Erdenheim Farms, one of the

state's best known Jersey establishments, since 1920. He was formerly president and is now a director of the Pennsylvania Jersey Cattle Club. Previous to his work at Erdenheim Farms he was identified with the United States Department of Agriculture and also with dairy production work in the state of Maine.

Howard C. Reynolds is a veterinarian by profession but for several years has been secretary of the Holstein-Friesian Registry Association with offices in Harrisburg, and editor of the Holstein Breeder and Dairyman, official organ of that association. He had previously served as superintendent of a large dairy farm of the International Correspondence Schools.

John C. Barney has been actively engaged in cooperative marketing work for some time, being president of the Erie Cooperative Producers' Association at the time of his appointment. In addition he was agricultural editor of the Erie Dispatch-Herald.

The members of the board met and organized the second day after their appointments were announced and immediately started the solution of some of the problems facing them. Among the most urgent was the threatened embargo of Penn-

sylvania milk by New York City.

The board also took immediate steps toward the licensing of milk distributors, the blanks for which have been sent out for return not later than February 12.

The board has been notified by the Inter-State Milk Producers' Association, through Frederick Shangle, who is now serving as its president, that the Inter-State will be glad to cooperate with the board on every measure which will improve the welfare of producers in the Philadelphia area.

## A Yardstick for Directors

G. WALTER Sharpless, of Toughkenamon, has formulated a series of questions which he feels might well be submitted to those being chosen for directorships in a milk producers' association. They are:

1. Are you a dairy farmer?
2. Are you a successful farmer? In other words, are you considered a good business man?
3. Have you the respect and honor of all your neighbors and business associates?
4. Are you tolerant enough in your thought and action, and can you express yourself clearly, and have you backbone to serve on a directorship?
5. Are you big enough to look at this whole question absolutely unbiased, clear of all personal intrigue, and absolutely clear of all cliques?
6. Will you attend all directors' meetings and be responsible to bring back to your membership at home its work to date when such is inquired of you?

"These, I think," says Mr. Sharpless, "are the essential features to qualify a man for directorship."

"The type of man that I would pick would have to pass that examination," insists Mr. Sharpless. "I would not ask him his association in politics. I care not whether he is an Inter-State man or what he is. If he has the qualifications I have stated in another paragraph, he will not let little petty politics stand in his way, and until we find men of somewhere near this calibre, we will not progress very far toward unity, and if and when we do, we must support them instead of crucifying them. It seems to me that all the needed changes can be consummated through the workings of 27 big square-shooting honest, good business men."

Mr. Sharpless says, "I had thought that the action taken by the directors at their meeting in Harrisburg was very much in line with the demands from the other groups and would be the movement that would harmonize, but alas!

there are those who are still howling for the Association's complete overthrow, simply because Mr. Allebach is still in the picture. I don't want to see him clear out by any means, as I think his 17 years of experience and his knowledge of every milk dealer and producer in the whole territory is too valuable to throw away at this time. Besides he is a victim of circumstances, many of which we members are responsible for."

## February Milk Prices

3.5% Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during February, 1934, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia, during February 1934, and until further advised, will be \$2.60 per hundred pounds or 5.8 cents per quart. This price is effective for any amount up to 200 pounds, which will be announced later, when reports from dealers are complete.

An additional percentage of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. These percentages will be similar to those on which January payments were based. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mile-age points.

## PRICE OF MILK FOR CREAM

The cream price for February is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

## SURPLUS MILK

Surplus milk shipped during February, 1934, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

February, 1934

## Organization Proposed

(Continued from page 1)

responsibility to see that the job is filled by capable men. If they fail new directors will take their places.

This whole matter is one for the members to decide in an open election conducted on a fair and square basis. The forthcoming election of directors, to be held under court direction, should quash all doubt as to the honesty of that election. Certainly, the whole thing has been given a thorough airing and any election now held should give all members a chance to express themselves on the basis of facts.

The level-headed and loyal Inter-State members who are really working for the interests of milk producers can rest assured that their enemies do not have control enough proxies to control the election. If they did it is quite certain that there would have been an injunction. Or if they had since called enough to control it we would have been lifted before this.

## No Slate Offered

Their last hope is a fight based on personalities and they are trying to create prejudices and play upon those prejudices. They are making blatant cries of "sell out to distributors", of general charges of stories of expense accounts, innuendoes, all these without accounting for their own affairs along the same lines.

Just a little reasoning on that point. Apparently they are not interested in any corrective change but set-up that may be advisable. Obviously they want an obstructed one-way track for their own wishes and desires and they cannot convince any unimpaired person of any other motive on their part until they have named the parties they want to put in power and have proved that those parties will work for the best interests of all dairymen in the Philadelphia Milk Shed.

## Street Milk Tests

F. M. Twining

A recent check-up was made by the Field and Test Department of the I. S. M. P. A. on the butterfat content of milk being delivered to consumers of the Philadelphia and suburban area.

Quart samples of different grades of milk were bought at random from delivery wagons of distributors and from stores in different parts of the city distribution area. The average butterfat content of 33 samples of "A" milk bought, in number, was 4.255 percent,

## The Story of Beet Sugar

AS THE average housewife casually orders a 5 or 10 pound sack of "beet sugar," how small is her knowledge of the fascinating history back of the great beet sugar industry! How little does she realize that her purchase bestows a real benefit on some hard-working American farmer.

The story of this industry dates back to 1747 when one Andreas Marggraf, a Prussian chemist and physicist in the Royal Academy of Science and Literature of Berlin, made the startling discovery that sugar existed in the beet root. He also demonstrated the important fact that beet sugar had chemical and physical properties identical with those of sugar obtained from sugar cane.

However, it was Napoleon who gave the first real "push" to beet sugar. In 1811 the Society of Encouragement for the National Industry submitted a report to Napoleon showing the overlooked possibilities of the sugar beet as a great new industry. Instantly he realized the opportunity. In March of that year, Napoleon issued the now famous decree which resulted in the establishment of the French beet sugar industry. This decree set aside nearly 80,000 acres of land to be devoted to sugar beet culture. In addition, the manifesto prohibited the importation of sugar from the Indies after January 1, 1813, and appropriated one million francs for the establishment of six experimental schools for study, research and further development work. During the years 1812-1813, 334 beet sugar factories were established in France alone. Thus was the intensive and practical production of beet sugar given to the world. In our next chapter we will tell the Story of Beet Sugar in the United States.



More than 700,000 acres of land in the United States are devoted annually to the production of SUGAR BEETS, from which more than a million tons of pure sugar is obtained to sweeten the food and drink of many millions of our people.

In addition to sugar, the beets also furnish a most valuable feed for animals, known as Dried Beet Pulp. This is all the original beet after the sugar has been extracted by the so-called "diffusion process" or in simpler language, by soaking in warm water. The sugar is dissolved out of the beet, and the sweet water drawn off. After that the original sliced beet root, (minus the sugar) is conveyed to the dryer and dried down so that it can be sacked and shipped all over the country.

Dried Beet Pulp was known and highly esteemed in Europe long before we used it here, but in 1902 the first American dryers were installed. At that time Charles E. Saylor, special agent of the U. S. Dept. of Agriculture, reported to the department:

"Fortunate, indeed, is the farmer who is situated where he can secure sugar-beet pulp. . . . It is available in large quantities, it is nutritious and its sanitary effect is remarkable."

From the first beginnings in Michigan, the drying of beet pulp spread all over the beet-growing areas—right to the Pacific Coast. And Dried Beet Pulp is known and fed in almost every state in the Union. Owners of pure bred cattle, striving for big records were among the earliest to recognize the value of Dried Beet Pulp in their rations, they found out that they could force their cows to heavy feed consumption and heavy milk production without throwing them "off feed" and then the rank and file of dairymen found they could also get more milk and have healthier cows by using dried beet pulp—even though their cows were just merely "cows."

So, today, where dried beet pulp is known it is a most popular feed, but there are many places where it is not known—which is the reason for this advertisement. Ask your feed dealer to investigate Dried Beet Pulp and keep it in stock. It means profit for you and profit for him.

Write for our book "Profitable Feeding" for more information.

THE LAROWE MILLING CO.

DETROIT, MICH.

## OATS....

SENSATION—One of the most productive oats in cultivation, 75 bu. and upward per acre are frequent, with large, white, nutty grains weighing 42-44 lbs. per measure. One of the highest quality. You should try all means to get our exceptionally low price in quantities. Also Clover and Timothy Seed, Velvet Barley, Soy Beans, Woodburn, Chicago and White Cap Seed Corn.

Write for samples wanted and Catalogue.

THEO. BURT & SONS, Box 91 MELROSE, OHIO

## LIME and FERTILIZER SPREADER

They will do good work. Made to attach to any farm cart or wagon. . . . \$15.00

J. S. Greenleaf, Anson, Maine

## GRASS SEED

Highest Quality at Astonishingly Low Prices

We have real bargains. Re-cleaned tested Timothy \$2.95 per bu.; Sweet Clover unhusked \$1.50; Alsike (20 to 25%) and Timothy \$3.95; Alfalfa \$5.50; Sudan \$2.50; Hulled Sweet Clover \$2.50. Have highest quality Red Clover at unusual, money-saving prices and other Farm Seeds correspondingly cheap. We buy all seed direct to consumer at lowest prices. All seeds tested and sold subject to state or government test. Send today for Free Sample and big Seed Guide.

American Field Seed Co.

Dept. 673 Chicago, Ill.

Read "Review Ads" they are reliable

## Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of December, 1933:

No. Inspections Made.....	1461
Special Farm Visits.....	103
No. Sediment Tests.....	4319
No. Special Bacteria Tests.....	20
No. Meetings.....	196
Attendance.....	87
Days Special Work.....	25,189
No. Miles Traveled.....	25,189

During the month 48 dairies were discontinued from selling for failure to comply with the regulations—45 dairies were re-instated before the month was up.

To date 277,706 farm inspections have been made.

When writing to advertisers tell them you saw their ad in the "Review."



## Federal Loans Available

Short term loans are now available to farmers from the Farm Credit Administration. These loans are obtainable through local production credit associations that cover two to four or five counties.

All details of making the loans are handled by these local associations. The loans are designed to cover immediate needs and will extend from 3 to 12 months, depending on the nature of the need for a loan. Location of offices of the nearest local production credit association can be obtained by writing the Farm Credit Administration at Washington, D. C. or through your county agent.

## PRICE'S CHICKS

### From Good Stock

#### ORDER YOUR CHICKS NOW

All breeding hens, have been blood-tested by the Antigen Test, culled and selected for Large Type—High Production Ability—Large Eggs. We have chicks of a quality not to be surpassed at \$6 and up. Some of our White Leghorn Chicks are from flocks having pullet year flock averages of 200 eggs and over. New Hampshire Reds from eggs direct from an outstanding New Hampshire Breeder.

Careful management and Price's Chicks will give you what you want—a nice profit, both as Broilers or Layers.

Send for my catalog, it contains valuable information. **Hatches every Wednesday.**

Can supply Chicks on reasonably short notice, but order as far in advance as possible.

Phone Suderton 2143.

## Price's Hatchery

Box 280 TELFORD, PA.

## SAVE ON FEED!

This year, make home-grown feeds go further with Papec Hammer Type Feed & Roughage Mill. 5 models. For free booklet send name & address on margin of this ad.

**PAPEC**  
MACHINE CO.  
561 N. Main St., Shortsville, N. Y.

## CLOVER

Medium Red or Mammoth, at attractive prices, Ohio Grown—Double Reelined of the highest quality. Have real bargain prices on Alsike, Alfalfa, Sweet Clover, Timothy Seed, Alsike and Timothy Mixed. Also Sensation Seed Oats, Velvet barley, Soy Beans, Woodburn, Charge and White Cap Seed Corn.

Write for samples wanted and Catalogue.  
THEO. BURT & SONS, Box 91 MELROSE, OHIO

## Horace F. Temple, Inc.

### Printers say:

Now is the time to give consideration to the important markets. Call on us to help you. We will be glad to give you the benefit of our wide experience.

BELL PHONE No. 1  
CALL or WRITE

235 E. Gay St.  
WEST CHESTER, PA.

## Dairy Market Situation

The average price of 92 score butter at New York from December 28 to January 27 was 19.61 cents per pound. This figure is used in determining the January price for Class II and Class III milk.

THE dairy market situation is mixed. Hopeful signs mingle with discouraging signs. Uncertainty is the result of such a combination.

Considering the country as a whole there was a definite decrease in production of milk per cow as of January 1. Pennsylvania showed a drop from 15.1 pounds to 14.6 pounds daily, New Jersey from 17.7 to 17.6 pounds and Maryland from 13.3 to 11.9 pounds while Delaware showed an increase from 11.9 to 12.6 pounds. The national average decreased from 11.94 pounds to 11.46 pounds per cow daily.

Almost balancing this drop, however, is an increase in the number of cows.

This shows an even greater "reserve ability to produce" which may be translated into higher production just as soon as feed prices drop to make liberal feeding more attractive, or when dairy prices increase. It appears that this reserve ability to produce is greater than any probable increase in consumption of dairy products that might take place during 1934. Twenty percent less grain and millfeeds are being fed than were fed a year ago when feed prices were at their lowest.

Butter production took a sharp drop in December, being 9 million pounds or 7.52 percent less than in December 1932. This followed seven consecutive months of higher production as compared to a year earlier. The year's production was 2.47 percent higher than in 1932. Cheese showed a 15.72 percent

drop in December following a 23.62 percent drop in November as compared to a year earlier. The year's figure showed a 2.84 percent increase. Most of the butter increase occurred in the largest butter producing states.

Storage stocks of both butter and cheese are larger than normal and much greater than a year ago. Deducting relief butter held by the government the excess over the 5-year average is small. Evaporated milk storage stocks are double a year ago but production is lighter.

Butter consumption during 1933 was estimated as 3 percent under 1932, cheese consumption 4.9 percent under, condensed milk 12 percent under and evaporated milk 1/2 percent higher. A composite of all these products shows an estimated decrease of 3.1 percent in consumption of manufactured dairy products as compared to about 2.9 percent increase in production. This accounts for the larger storage stocks.

The butter market picked up sharply from January 29 to February 3, showing a gain of about 5 cents over four weeks earlier and 7 cents over the December low. Cheese responded accordingly. Should there be a further gain, even though moderate, it will ease the wide spread between butter and fluid milk prices.

Production in fluid milk areas is holding close to seasonal normal. The Philadelphia market is carrying a much smaller surplus load than most surrounding markets which means a higher average price on all milk. This surplus is about normal for this season of the year. Feed prices are higher, due in part to processing taxes and other production control activities

but milk prices are also well above a year ago.

Some declines in both production and retail prices are reported from isolated areas. Chicago prices broke when the marketing agreement was cancelled but partly covered when arbitrated following the producers' strike. The A. A. A. policy which is expected to include a milk price formula based on butter prices is causing uncertainty in many markets. Strengthening of butter prices after a lower milk production which is expected to continue for a few months at least are strengthening factors in the immediate market situation. Production control measures which will apply to the whole industry should, when under way, offer definite aid in industrial recovery will permit the sumption to catch up with production.

## November Prices Paid Producers' Association

(U. S. D. A. Report)

City	Net Price 3.5% Milk	Basic Price 3.5% Milk
Hartford	2.59	3.40
Chicago	2.104	2.43
Peoria	0.98	1.63
Des Moines	1.30	1.93
Boston	1.75	2.28
Detroit	1.62	1.83
Minneapolis	1.24	1.70
New York	1.87	2.30
Philadelphia	2.35	2.58
Pittsburgh	1.69	1.90
Milwaukee	1.38	2.00

\*December prices.

All prices are F.O.B. market except Boston price applies to 181-200 mile zone and New York price applies to 201-250 mile zone.

## Horse Sense

If you work for a man, in Heaven's name—work for him. If he pays wages that supply you bread and butter—work for him. Speak well of him, think well of him, stand by him.

And, stand by the institution it represents.

I think if I worked for a man, I would not work for him part of his time, but all of his time. I would give an undivided service or none.

If put to the pinch an ounce of loyalty is worth a pound of cleverness.

If you must vilify him and eternally disparage—Resign your position.

And, when you are outside, damage to your heart's content.

But, I pray you, so long as you are part of an institution. Do not be against the best interests of your fellowmen, he got no applications for membership in his own association.)

Not that you will injure the institution—not that—

But, when you disparage the concern of which you are a part, You disparage yourself.

—S. U. TROUTMAN

## Have You Answered?

The Federal audit of stock records of the Inter-State Milk Producers' Association is making good progress. It is impossible, however, to state at this time as to just when the audit will be completed. About 30,000 letters were sent out by the auditors, one to every person whose name appears on the stock records. Mr. Claude H. Fryburg, undersigned, whose direction this audit is being made, wishes to thank the many thousands who replied promptly as this cooperation has aided materially in speeding the work. Some of the members have not sent in their replies and prompt attention to this matter will be a real help. This reply should be made on the letter sent you and merely requires filling in the number of shares held, the stock certificate number, the date of issue and the owner's signature. An addressed envelope is also enclosed for reply which requires postage.

In cases where the stock certificate can not be located please state that fact on the letter, and return it promptly.

Additional correspondence may be needed to determine the exact status of the stock held by a few members. Should you receive another letter please give it your prompt attention as that will help speed the work.

## Drama In Two Acts

Act I: January 1934.

Act II: Philadelphia Milk Shed.

Characters:

Scheduled Speaker, W. K. Moffet.

Inter-State Directors, J. H. Ben-

netch, F. W. Bleiler.

Inter-State Fieldman, H. D. Kin-

sey.

Milk producers, including many

Inter-State members.

Act I—(At Willbach school house.)

(The program was proceeding as

usual with the scheduled speaker in-

terrupting in a stock harangue about

injustice of the Inter-State to its

members.)

Voice from the Audience:—If what

you say is true how can you ex-

plain that the farmers around

here are getting so much better

prices for their milk than they

did a year ago?

(The question was not answered

and from this point on the scheduled

speaker appeared to lose any control

and might have had on the audience

and further fair but pointed questions

and listened this trend. He tried but

failed to get Inter-State proxies to

be against the best interests of

farmers, he got no applications for

membership in his own association.)

Act II—(In far end of same County

on the following evening.)

(The crowd is impatient, time is

passing, the scheduled speaker is not

present, efforts to reach him by

phone prove futile. By 9:30 it is

evident the meeting has been "let down" by the scheduled speaker who probably realizes that he can't succeed unless he has his own crowd.)

Chairman of Meeting:—I guess we will have to adjourn until some later time.

Voice from the Audience:—That ends the Allied meeting. Now let's hold an Inter-State meeting. (Approved by acclamation.)

(The meeting proceeds in an orderly manner with brief and sensible talks by Inter-State directors and other dairy leaders about the milk situation and Inter-State affairs. The facts they present convince the audience. Proxies are secured that will be used to protect their own interests.)

## New York Price Cutting

Fred H. Sexauer, President of Dairymen's League, warned in a recent radio address of an impending collapse of producers' prices throughout New York State if price cutting isn't stopped. He charged that many dealers are dickering with farmers, telling that they can not afford to pay the control board prices and they must either buy at lower prices or close the plant entirely.

In many cases, according to Mr. Sexauer, the farmers have taken the lower price for fear of losing their market. These low prices enable such buyers to undersell those who pay control board prices and will lead to complete ruin of the market unless stopped.

It was announced on February 5th that J. H. Mason was leaving the position of Acting Head of the Dairy Division of the A. A. A. to assume another position on February 15th, which was agreed to before his temporary appointment. His successor has not been named.

## The Promiser

By Baron

"I'll give you everything you need, and more", the agitator cries. "I'll give you cash and free cow feed, and rid your barns of pesky flies. And all your troubles will decline. You've been abused! It makes me cry! Just put your name here, on the line. Who promises you more than I?"

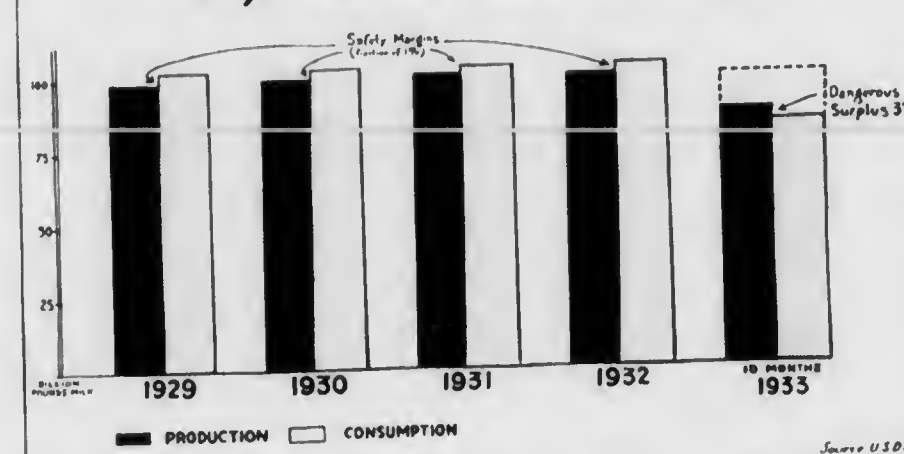
"The leaders that you've had are crooks, (but I am pure and lily white) and into you they've thrown the books. (but I will always treat you right). Let's down the system that you've had: five hours a day; five days a week; we'll be the bosses then, by gad, when we are wholly bolshevik."

"I'll free you from your finance debts, and if you hate a fellow man, I'll see the dirty scoundrel gets lead poison in his ugly pan. I'll give you riches, fame and ease and hope and joy in rainbow hues; I'll give you freedom from disease, and now's the time to pay your dues."

The dairy farmer scratched his head, and studied earnestly and long. "Your promises are fine", he said, "but seems to me, there's something wrong. I haven't had an even break; I know I need some sort of crutch to love me for my own sweet sake—but gosh, you promise too darn much."

CALIFORNIA MILK NEWS.

Before 1933 Consumption of Dairy Products slightly exceeded Production  
Today Production exceeds Consumption!



## Face These Facts!

Recognition by the public of the food value and economy of dairy products has been responsible for keeping consumption abreast of production during the last four years. The steadily increasing production during this period has been offset by increased consumption due to consumer education.

## But In 1933

Consumption exceeded production by a small safety margin during 1929-1932. Production exceeded consumption in 1933 (10 months) by 3%, a dangerous surplus, if not immediately removed.

## You Can Help

- 1—Put the milk pitcher on the table.
- 2—Use **Butter** in cooking and on the table.
- 3—Use cheese and other dairy products freely.
- 4—Tell neighbors of the importance of using dairy products.

The Philadelphia Dairy Council  
in cooperation with  
The Butter Campaign of  
The National Dairy Council



# 25% SAVINGS SECURITY 100% PROTECTION

RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES—  
THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

## STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Collision, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

## NET GAIN

Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932

## COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

325-333 S. 18th STREET HARRISBURG, PENNSYLVANIA

Clip this and mail today—it obligates you in no way.

PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL CASUALTY INSURANCE COMPANY  
Harrisburg, Pa.

Gentlemen: I am interested in—

Compensation Insurance - - - - ☐  
Automobile or Truck Insurance - - - - ☐

It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....

Address.....

Street and Number

City

County

Business.....

Payroll.....

Make of Car.....

Model.....

## A MESSAGE TO GRADE "A" MILK PRODUCERS

Get Higher Prices for Your Milk and Cream  
with Sears New

## ECONOMY ELECTRIC Milk Cooler



Makes it easy to conform to state and local regulations and requirements.

A small investment in an Economy Electric Milk Cooler quickly pays for itself from the increased prices you receive for your milk and cream. To get higher prices, your milk must have a low bacteria count. . . and to keep the bacteria count low, milk must be cooled quickly below 50 degrees and kept there. That's what Sears Economy Milk Cooler does for you, year in and year out. From top to bottom, it's a quality product that can be depended upon for constant service.

4-Can Size

**\$219<sup>75</sup>**  
CASH, F.O.B. FACTORY

See this 4-can size displayed and demonstrated at Sears Northeast Roosevelt Blvd. Retail Store or write to Dept. 513, Phila., for further details.

EASY TERMS  
\$20 Down • \$14 Month  
Plus Small Carrying Charges.

SEARS, ROEBUCK and CO.  
Northeast Roosevelt Blvd., Retail Store Only

## EXPERIMENT SHOWS IT PAYS TO USE 'AERO' CYANAMID ON TIMOTHY



### Note the Result

of a recent feeding test conducted on a dairy farm under actual farming conditions.

### MILK PRODUCTION OF COWS FED FERTILIZED AND UNFERTILIZED HAY

COW	FIRST FEEDING PERIOD		SECOND FEEDING PERIOD		TOTAL INCREASE
	Unfertilized hay 10-day	Fertilized hay 10-day	Unfertilized hay 10-day	Fertilized hay 10-day	
Topsy .....	Lbs. milk 251.7	Lbs. milk 314.4	Lbs. milk 201.8	Lbs. milk 271.4	122.3
Queen .....	247.6	295.2	197.8	291.5	143.7
Helen .....	162.5	240.9	159.6	259.7	127.7
Single .....	165.7	243.5	169.0	251.0	159.9
Beauty .....	326.7	390.8	318.7	382.3	127.7
Mary .....	199.0	268.9	209.1	294.2	154.0
Gage .....	163.2	254.4	163.5	258.0	185.7
Lena .....	150.9	257.6	160.5	263.6	209.5
Betty .....	66.0	138.7	77.0	136.8	122.3
TOTAL	1733.3	2404.4	1652.0	2405.5	1419.6



If you would like to read the whole story about this test, send for leaflet giving details.

AMERICAN CYANAMID COMPANY  
Manufacturers of 'Aero' Cyanamid and 'Amino-Phos'  
535 FIFTH AVENUE NEW YORK, N. Y.



'AERO' CYANAMID  
IS NITROGEN plus LIME



INTER-STATE RECEIVED

MAR 18 1934

# Milk Producers

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTER-STATE MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., March, 1934

No. 11

## IT'S IN THE OPEN NOW

## EXPOSE REAL POWERS FIGHTING INTER-STATE

THE cat got out of the bag the first day of the control board hearing in Philadelphia. One of the attorneys who has been asking for certain farmers, allegedly free of charge to them, filed appearance for the American Farmers Company, The Great Atlantic and Pacific Tea Company, The Silver Seal Dairy Company, and the American Seal Cone Company. This Philadelphia lawyer is Francis Biddle, Esq., generally known as Counsel for the Allied Dairy Farmers' Association. He is also known as counsel for the Milk Code Protest Committee. He is one of the lawyers who engineered the injunction against the Inter-State Milk Producers' Association annual meeting. He has held conferences with a small group of Inter-State members from near Boston, Maryland, who want to control the organization to further their own selfish ends, which incidentally, would also help the chain stores get cheaper milk.

### The WHY of the ALLIED

That, briefly, is the picture. Now let's consider some of the many ramifications of this situation.

This development explains the entire existence of the Allied organization. It is now quite evident that it is being used to help the chain stores destroy the Inter-State, if possible. The officers of the Allied are to be pitied. It appears obvious that they were duped into doing this dirty work. They should have known better—unless there were no other jobs they could get. As for the members of the Allied who have sent in their hard earned money they can be thankful this scheme hasn't gone any farther. It looks as though that money is gone but the average initiation fee, we understand, was about the price of a can of Class I milk if sold at Inter-State prices. Fortunately for those who are also Inter-State members they still belong to an organization which is fighting for their interests.

The Allied is apparently the purest kind of a "company union" type of cooperative. (Can we call it a co-operative?) Apparently it is to be dominated by one distributor and that distributor depends upon the chain stores for its business. The most pathetic thing about this particular so-called cooperative is that it deliberately solicited money from milk producers in the guise of membership fees apparently to use it eventually in breaking their own market so cheap milk would

be easier to get. Previous history right in this milk shed shows that their interest is to buy milk below the market price so it can be sold at a lower price.

Officers (in name) of the Allied have stated that there can be no compromise with the Inter-State. The reason is obvious. As long as the Inter-State function as a marketing organization and continues to get its members one of the best prices in the country just that long

their A milk costs \$2.74 f.o.b. Philadelphia as compared to prices of \$3.15 to \$3.60 paid to farmers by most other dealers for "A" milk. Nothing was said about what they pay for their "cash-and-carry" cream.

There is positive proof available that the farmers whose milk has been crossing the counters of chain stores at a price one cent a quart under delivered prices in Philadelphia had to stand practically all

ence of \$.67 a hundred pounds. Here again the producer for the chain store trade had to stand out of his own pocket most of the 2-cent saving on A milk to the consumer.

This was being taken out of the farmers' pockets at the very moment when spokesmen for the chain stores and their distributors were making the air ring with statements that they were paying the milk producers full prices. Judge the future only by the past. Verily, the AAA and the control board have a tremendous task on their hands to get full payment for producers who sell to the chain store trade.

### Wanted No Price Set

An odd quirk was added to the whole situation when Mr. Biddle appeared on February 23rd at Harrisburg as counsel for the Lehigh Valley Co-Operative Milk Producers' Association. This organization plans to sell its milk in pasteboard bottles to most of the 310 stores in that section, many of them chain stores. They asked for a store differential, and oddity of oddities, they asked that the board permit them to operate without any definite price to their producers. They would turn back to their producers anything left over. Apparently their attorney, Mr. Biddle, who is also the chain store attorney, approved of this plan and it is the same Mr. Biddle who objects because the Inter-State gets two cents a hundred for selling the milk of its members for near the top price in the nation. This, obviously, is a dealer-controlled cooperative. A 2-cent sales commission from a good price may soon look like the cheapest kind of milk income insurance to those producers.

We want it understood clearly that the Inter-State is completely willing to have the chain stores and any other stores sell milk at a lower price IF in so doing, the producers supplying that milk are paid the going market price, that it is bought according to the current authorized buying plan, and that no handler of this milk violate any fair trade practice. Until THEY PROVE that all these requirements are met we feel that all stores should be compelled to charge the same price as other dealers.

We reiterate that there would have been no injunction against the Inter-State had Mr. Biddle's clients, through him and his associates, held enough proxies to have controlled the Inter-State election.

(Continued on page 2)



the chain stores and their distributor can be expected to use some guise to break the Inter-State. We can expect them to use the Allied as long as it will serve their purpose, then drop it like a hot potato. Should a compromise be effected now it would mean their defeat and the chain stores are stubborn and tenacious fighters. It would also be the end of certain jobs—so why compromise?

### One Witness Omitted

When Mr. Biddle called his four witnesses at the hearing and with them occupied the platform from 8:30 to 12:30 Friday night he left out the most important link in his chain store chain of milk handlers. He did not bring out a person who knew anything about what the farmers whose milk was going to the chain stores were getting for their milk. He brought out witnesses who gave testimony as to prices f.o.b. Philadelphia. That price was said to be \$2.40 per hundred for B milk. This compares to \$2.70 to \$2.80 per hundred paid by most other dealers. And this witness said

of that difference. For example, last fall much of this milk was bought at a flat rate of \$1.55 a hundred pounds. Right in the same general community in Franklin and Adams Counties, Pennsylvania, two of the large Philadelphia distributors paid a weighted average of \$2.00 and \$1.97 net per hundred pounds for the entire supplies delivered at those receiving stations. This was after Inter-State sales commission and Dairy Council advertising check-offs were deducted and no such deductions were made for the milk that went to the chain stores. That is a difference of 42 cents to 45 cents a hundred pounds. It means that more than nine-tenths of the saving to the consumer was taken out of the milk producers' pockets.

### Grade "A" Prices

Grade A milk bought in the same area about the same time for the chain store trade brought the producer \$1.85 for 4% milk while a large Philadelphia distributor with an "A" station nearby paid a weighted average price of \$2.52 for Grade A milk—a clear differ-



## It's In the Open Now

(Continued from page 1)

Had they held such power they would have taken over the organization, captured its assets, and put it out of their way—which Allied speakers have repeatedly contended is a part of their program.

Mr. Milk Producer, do you know that Mr. Biddle's name is one of three on the proxy circulated by the Allied? Would you expect him, who is said to be serving milk producers without pay, to work wholeheartedly for your interest when he is also serving, presumably with pay, for interests which, in past times, have consistently underpaid milk producers? DID YOU SIGN SUCH A PROXY? If so, your chance to protect your interests is to revoke it by signing one in favor of a milk producer who is known to possess good judgment and sound sense and who has the same problems to face which you must face. Or better still, sign such a proxy and then if possible attend the meeting when held and vote in person.

### About Those Proxies

The other names on the Allied proxies are those of Charles Edwin Fox, also an Allied lawyer, who, it is said, does not get paid by the farmers, and H. A. Longacre an Allied director whose exact status is unknown except that he testified that he maintains an even production of milk. It was later brought out that his production varied from 8,061 pounds in July, 1933, to 16,213 pounds in January, 1934.

Will these men use their Inter-State proxies to advance your interests, or their other interests? If you want to sign a new proxy, write the Inter-State office or your nearest director, addresses on page 4.

Facts prove that the recent milk marketing agreement which the Inter-State helped get raised milk prices to you since August 25 by \$.58 a hundred pounds, plus freight adjustments. This was enough so that milk producers in the Philadelphia milk shed are getting an extra \$400,000 or more a month. And the Inter-State has succeeded in keeping those prices in effect

in spite of moves to reduce them during recent weeks. Remember also that increases in price to producers which would have netted you about \$.24 a hundred more were approved by the AAA and by the Inter-State in October and they failed to win the approval of distributors only because the milk sold through chain stores was bought from producers and sold to consumers at prices below those provided in the agreement as it then stood. Do you realize that we milk producers would be getting another \$150,000 a month had it not been for the indefiniteness of the chain store attitude toward the original AAA agreement?

### What Stopped It?

Quite apparently the Allied has been allied with the chain stores and therefore must assume its full share of all blame for not getting that extra 24 cents a hundred on all your Class I milk. Such facts and such tie-ups belie their talk about the Inter-State robbing the farmers. The Allied and its sponsors stood directly in the way of your getting that extra price. The Allied president at the time called the proposed increase a "sop" but now you can write your own ticket about him and his motives.

Mr. Biddle is a clever and capable lawyer and he is working for the chain stores and their milk distributor. Apparently part of that work is to break up the Inter-State and he is using the Allied to do it, if possible; all of which would react to the ultimate benefit of his actual client. He is on the other side in this war. Draw your own conclusions as to who is responsible for the propagandaa gainst the Inter-State. When we spot those internal enemies and put them in their places the war will be over and decidedly in our favor. They have been spotted. They are the Allied ringleaders and the Elkton faction. Now if we all work together for the real interest of all of us milk producers we will put them in their places — OUT OF THE PICTURE FOR GOOD.

## Heard At the Hearing

### Pertinent Pointed Paragraphs

CLEVER, fair, unbiased, business-like, capable, were some of the terms applied to Bernard Segal who conducted the hearing as counsel for the milk control board. To all of which we want to add that it was a masterpiece of judicious procedure. Personalities were barred which kept things moving and which made fact-finding the business of the day.

The only production control plan which was mentioned that has ever succeeded under ordinary conditions is the basic-surplus system. Testimony showed that it proves objection-

able only to those who do not want to control production.

One witness stated under oath that there are immense importations of cows in Pennsylvania whenever a month approaches which is used in determining basics. They must have been pretty poor cows that were brought in last year, for July production was lower than either June or August. November production was only 2.4 pounds per herd per day higher than in October and 3.7 pounds higher than in December as based on monthly reports from 3 of the 4 largest dealers in Philadelphia.

Senator Williams of Maryland stated that the milk he retails which tests 4.8 percent butterfat costs him about 5 cents a quart when ready to be bottled.

Some witnesses appearing either as individuals or as representatives of the Allied asserted their opposition to the basic-surplus plan and most of them said they favor production control. Their production control plans seemed nebulous and visionary.

It is admitted that the basic-surplus plan did not control Mr. Longacre's production. He had a monthly basic of 11,229 pounds in 1933 but produced only 8,061 pounds in July, then jumped this up to 14,049 in December and 16,233 pounds in January, 1934. As far as he is concerned the plan is a failure.

Flat price had its advocates—but their testimony and plans could not stand up under questioning. A flat price on all milk, if a profitable price without production control, would send production up to the milky way as long as other farm products are as they are.

The state hearing had to be satisfied with a column per newspaper whereas the Federal hearing in September got pages. Why the difference? Personalities were barred and so it did not appeal. It is more difficult to shape a story out of hard facts than it is out of plain dirt.

Or has the public become tired of all this harangue about milk.

To some, the startling news was Lawyer Biddle's announcement that he was representing the chain stores, the company that bottles chain store milk, and the company that leases the machinery which makes the cardboard bottles used.

Mr. Biddle had previously represented the Allied and is said to have given counsel to Gates and Williams of Cecil County, Maryland, as well as others who are trying to get control of or destroy the Inter-State.

Records were given by one witness which showed that where the producer controls production of milk under the basic-surplus plan he receives a relatively good price for all of his milk, also that the majority of producers are controlling their production.

Only one blot on the entire handling of the hearing, the Seal Cone (paper bottle for chain stores) speaker wasted 10 to 15 minutes putting vicious words together about Dr. King who was formerly interested in local milk, and about any one who would dare a word in favor of delivering milk to the home.

W. K. Moffett, the president of the chain store farmers "Co-operative" stated that his organization has never sold any milk but will soon be ready to

do so. He did not say where but there was little doubt about the channel.

This chain of chain store milk handlers had one missing link—they did not (or dared not) bring anyone who knew what the farmers were getting.

Cost of milk production received a lot of discussion. The upshot was that it varies widely, depending upon the man, the cows, the quality (test) of the milk, type and location of the farm, etc. A price which will give the good dairyman well situated a fair profit might send another dairyman, less capable, to the poorhouse.

Total attendance was about 250 and the farmer representation was small, almost as many dealers as producers being present. Applause was ruled out of order.

One politician took a lot of delight in asking questions for witnesses to answer—until one witness, after watching this politician puff out his chest and look around so no one would miss seeing him, politely informed the chairman that the question would be answered when he obtained the questioner's attention.

Some small dealers testified that if the present spread is cut down they will lose money, that they are now barely breaking even.

One dealer was asked how much he thought the dealers' spread could be narrowed and he answered by asking whether it was meant to take the dealer as standard who was making 10 percent on gross sales, the one who was losing 2½ percent, or some dealers between these extremes.

Two milk distributor witnesses freely admitted that they were losing money. One was the representative of Standard Dairies which supplied one of the large grocery chains with milk until late in January. The other was a representative of the American Seal Cone Company which leases the machinery for making and sealing the cardboard bottles used in that trade.

A speaker for the unemployed council stated that the only hope of both workers and farmers is on the picket line.

A representative of the Pennsylvania Retail Grocers' Association testified that the stores he represented could not make a profit on a one cent spread between cost price and selling price of a quart of milk.

It was evident that the control board knows that it has an immense job on its hands. It has taken six weeks merely to get ready to start its real work and the board and its counsel have worked hard and fast.

Chairman Stanford finally reached the last speaker about 1:30 Saturday morning and then took the stand himself at about 1:43, closing the hearing at 1:46.

## The INTER-STATE Appears Before the Control Board

THE following brief was presented at the Pennsylvania Control Board Hearing held at Philadelphia, Pa., on February 15th-16th, 1934, by Frederick Shangle, Inter-State vice president. A supplementary brief was filed after the hearing further clarifying the attitude of the more than 20,000 members of the Inter-State Milk Producers' Association. This brief is also included. Some of the less important statements have been omitted for the sake of brevity.

The Inter-State Milk Producers' Association welcomes this opportunity to express its desire to cooperate with the Pennsylvania Milk Control Board in every way and at all times. The records of our office, 219 N. Broad Street, Philadelphia, are open at any time to the Pennsylvania Board as they have been to the Federal Government, and the New Jersey and Delaware Control Boards.

(A brief history of Inter-State and the reasons for developing the Philadelphia Selling Plan were here outlined. It covered the first stage of developing the market and carried through the second stage of price and production control.)

The third period began with the issuance of the first milk marketing agreement for the Philadelphia Milk Shed in August, 1933. Although this agreement has since been withdrawn, it immediately awakened every milk producer in the Philadelphia Milk Shed to the necessity for controlled production. . . . The milk marketing agreement brought to many of these milk producers the first intimation of any necessity for a controlled production and with that intimation came a storm of protest against regulation of any kind by anybody. Regulation by any institution, whether governmental or cooperative, appeared offensive to some. We are still in the formative stages of that third period.

### DEFINES POLICY

With the above in view the Inter-State Milk Producers' Association, Inc. is committed to:—

1. Co-operation with State and Federal efforts;
2. For the control through cooperative effort of the industry by measures effective on all producers alike;
3. To the assignment of basic production allotments upon a fair scientific basis.

Equalizing production to meet consumer demand through the application of an allotment plan in the Philadelphia Milk Shed has produced very satisfactory results on the whole.

We have always urged the dairymen in the Philadelphia Milk Shed to carefully plan their productive operation on an economic basis and to maintain a uniform supply of high quality milk produced under sanitary conditions.

Our experience has proven conclusively that it is impossible to maintain a satisfactory price to the producer and at the same time an unlimited opportunity to produce.

The following services should be rendered by a cooperative and are being performed regularly by the Inter-State Milk Producers' Association.

1. We regularly check test the milk of practically every member at least 8 times in a 12 month period.
2. Our men visit the plants and check the Babcock Test operations throughout, as to the accuracy of methods of taking, holding, and testing samples, and they also fill out a questionnaire on the details of the different plant operations.
3. We report the results of our check tests by post-card. . . . When we first started this work, the corrections were about 10% of all tests and for the past

three years they have run less than 1½ of 1%.

4. We also check on the outlet valves, as to whether or not they leak, and test the weigh scales. . . . In past years we have found and corrected a large number of cases of short weight at the plant.

5. Another service we have is that of testing out the individual cows of our members. This service can be obtained four times a year free of charge. . . .

6. During the past summer a great deal of Quality Improvement Work has been done with the producers to prevent loss on account of milk being rejected at the plant. . . .

### STATES PRICE BASIS

The Inter-State Milk Producers' Association is a stock organization, incorporated in the State of Delaware. Each member in signing a contract subscribes for one-tenth of a share of stock for each cow. He also signs an authorization for the purchaser of his milk to deduct 2c per hundred pounds dues to be forwarded to the organization.

The basic price at present is \$2.76 for 4% milk F.O.B. Philadelphia net to the producer after deductions for dues are made. The price of milk for cream is computed by using the average price of 92 score New York butter plus 5 cents multiplied by 4 plus 1 cent to arrive at the 4% price at all receiving stations. The surplus or Class III price is arrived at by multiplying the average price of 92 score New York butter by 4 plus 1 cent to arrive at the 4% price at all receiving stations. This 1 cent which has been added represents the dealer's contribution to the Dairy Council. The F.O.B. Philadelphia price on cream and surplus is arrived at by adding the L.C.L. freight rate in the 51-60 mile zone which at present is 29 cents per hundred pounds.

Regarding the fixing of price under either State or Federal jurisdiction, Inter-State Milk Producers' Association, Inc., is quite naturally committed to cost-of-production plus a profit plan. But our experience has proved conclusively that rigid production control must be enforced when other lines of farming are less profitable or over-production will result. The accumulation of data available in our office on this as well as other pertinent subjects is accessible to the Control Boards of all the states in the Philadelphia Milk Shed.

We sincerely wish to extend our co-operation to the Control Boards and Federal Government and all interested producers in helping to bring about a more satisfactory milk market situation within the Philadelphia Territory.

### SUPPLEMENTARY BRIEF

The policy of the Inter-State Milk Producers' Association with regard to a differential in price to "cash-and-carry" stores is, briefly, that if the milk sold by such stores is purchased from farmers on exactly the same basis, on exactly the same price schedule and if it meets equal inspection standards with that delivered at the consumers' doorstep, such stores should be entitled to then sell the milk at a differential if in so doing they do not sell at a loss or violate any fair trade practice.

It is the opinion of the executive committee and of the directors that all retail prices should be uniform until such "cash-and-carry" stores have proved to your board that they meet all the foregoing provisions.

### ATTITUDE ON DIFFERENTIAL

The statement on your record that the Inter-State Milk Producers' Association recommended such a differential in a brief filed with the Agricultural Adjustment Administration by Inter-State counsel is misleading. The statement as presented was not concurred in by the Executive Committee or the Board of Directors and further, in its final draft, an important provision was inadvertently omitted. . . . That brief follows:—

"If the 'cash-and-carry' stores either directly or through the agency of legitimate distributors from whom they buy their milk, see that the milk producer is paid a fair price for his product, the Inter-State Milk Producers' Association takes the position that they be allowed to pass on to their consuming public any savings which the cash and carry system of merchandising may effect. . . . The Inter-State Milk Producers' Association also considers that the best interest of the whole milk shed will be served if all distributors whether they supply consumers by means of door supply delivery or if they directly or indirectly supply consumers by means of the 'cash-and-carry' store, be treated alike as to the sources of milk supply."

"This Association believes that a differential of \$.01 in the retail price charged by the 'cash-and-carry' stores is clearly justified at the present time. (\*) It is not prepared to go on record as to whether or not a greater differential should be allowed. . . ."

(\*) Provided, however, that all provisions of Section 17 of the Marketing Agreement for Milk, Philadelphia Milk Shed are complied with.

### TREAT ALL PRODUCERS ALIKE

The provisions of this section follow:—

"To effectuate the declared policy of the act and of this agreement, any 'cash-and-carry' retail distributor may request the Secretary to have the retail prices set forth in exhibit C herof reduced. The Secretary may, in his discretion, upon such request, after due notice and opportunity for hearing to interested parties, reduce such prices for such distributor upon a showing by such distributor that the milk purchased by such distributor has been

- (a) Properly inspected
- (b) Produced within the Philadelphia Milk Shed
- (c) Purchased from producers with established basic quantities determined in accordance with exhibit 'B' herof, and
- (d) Purchased at prices set forth in exhibit 'A' herof, and the 'cash-and-carry' retail distributor has complied with all other terms and conditions of this agreement.

Provided that the amount of such reduction shall be no greater than the savings resulting from the difference between the 'cash-and-carry' and any other method of distribution."

We wish to call your attention to certain testimony entered on the record of your Philadelphia hearing relative to the price now being paid for milk which ultimately reaches the consumer through "cash-and-carry" stores. This testimony stated that the cost of this milk to the first processor f.o.b. Philadelphia is approximately \$2.40 per hundred pounds as compared to \$2.80 paid by other dealers for such milk as goes into fluid channels. This margin in cost is very nearly the one cent a quart differential these stores are now allowing. Our first interest is in the producers' price and this appears to us as clear evidence that the saving to the consumer is passed back almost entirely to

to the producer in the form of a lower price to him. May we also call your respectful attention to the small extra cost paid by this processor for "A" milk as compared to "B" milk. This was only 34 cents per 100 pounds f.o.b. Philadelphia as I recall the evidence presented and is less than the 40-cent per cwt. bacterial bonus which we are now getting for our members producing "A" milk for the dealers who deliver to the doorstep. The 34 cents appears as only enough to take care of the butterfat differential of 4 cents and the butterfat bonus of an additional 2 cents per one-tenth percent. . . . Other testimony offered appears sufficient proof that all milk purchases of this distribution system are sold in fluid form and therefore should be bought at Class I prices. . . .

In the light of this evidence we believe that until the processors and handlers of such milk have corrected these conditions of under-payment and are paying all bonuses for "A" milk and are paying full price to producers on the same basis as competing dealers they should be compelled to charge the same retail price. Should they then prove to your complete satisfaction that they can meet all requirements as to buying plan, price schedules, bonuses and sanitary requirements and still sell through these channels at a price differential and without violating fair trade practices we will be glad to have you set and enforce such differentials as you may deem fair and practical.

### PRODUCTION CONTROL

Should your board consider a plan of controlling production which would be based on a three year average production we wish to warn you of the extreme difficulty of getting reasonably accurate production figures of past years for many producers. This difficulty was experienced under the recent Federal Milk Marketing Agreement for this area which provided that those producers who did not have established basics would use the average of their January, February and March, 1933, productions to determine their monthly basic amounts. To establish quotas based on production figures for three full previous years would be even more difficult. We further urge you, in case you should authorize such a plan, to give those producers who now have established basic quantities the choice of accepting the quota based on a 3-year average or their present established basic amount. Such a choice would permit those who have lived up to the spirit and purpose of the basic-surplus plan in controlling their production to continue on approximately their present basis.

We particularly wish to pronounce as impractical the suggestion made by Mr. John J. Snyder to allow each producer a quota or allotment with a 10 percent permissible variation up or down with penalties for wider fluctuations in production. Under present day farm conditions control within such narrow limits is not achieved at all regularly even by those who apparently strive toward steady production. Further, to penalize those producers who would let their production fall more than 10 percent when there is a surplus on the market appears to be contrary to the aims of your board. . . .

Mr. Snyder also stated that there is a very abnormal importation of cows into this area immediately before the months used in establishing the basic for the following year. Production has fluctuated very slightly in such months as shown by records made from reports furnished us monthly by three of the four largest dis-

(Continued on page 10)



## INTER-STATE MILK PRODUCERS' ASSOCIATION

Official Organ of the  
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under the Act of March 3, 1879."



Matthew—6:24. "No man can serve two masters; for either he will hate the one, and love the other; or else he will hold to the one and despise the other."

Is the Milk Producers' Review giving you the information you want about the marketing situation in the Philadelphia area? We should be glad to have your comments and your constructive suggestions and criticisms as to how we can make it a better paper. Just write the editor at 219 N. Broad St., Philadelphia, Pa. It will be appreciated.

**The Annual Meeting**  
THE date for the postponed annual meeting of the Inter-State Milk Producers' Association has not been set. There has been no action on the injunction for several weeks, all this being dependent upon the audit of the stock ledger accounts by the Federal auditors. When this audit is completed and a report drawn up, the court or the master appointed by it, will then, it is expected, make a definite recommendation as to the time of the meeting.

The auditors are expecting to finish their actual inspection of the stock records within a week or two after this issue of the REVIEW reaches you. Reports will then be drawn up and submitted for approval by the proper authorities. Just when this reaches the court and action be taken is difficult to predict accurately.

We feel that the court will allow ample time for all delegates and members to receive notice of the meeting in time to attend. This is certain to be several weeks in the future.

Exports of evaporated milk, condensed milk and powdered milk all showed appreciable drops in 1933 as compared to 1932. The reduction amounted to about 25 per cent. This factor in our domestic supply was balanced by sharp reductions in importations of Swiss and Italian cheeses.

## Rip Is Awake

Rip Van Winkle has awakened. We sometimes hear his voice say that there is no milk surplus. Rip went to sleep back in the fall of 1928, when during October, November and December all milk delivered by all regular shippers to cooperating dealers was bought at basic price—none at surplus price.

Then while Rip was asleep a depression came on, factories closed down, men were thrown out of work and their incomes stopped or were greatly reduced. Buying power fell and with it less milk was bought. During the same four years other farm products suffered from over production and low prices. Farmers turned to milk production because milk prices did not fall as soon, as fast, nor as far. Milk production went up when consumption went down.

Then Rip woke up, heard about the strange phenomena of a milk surplus in the fall months and, still thinking of 1928, said "There is no such animal".

## A Little Baseball

Can we expect eight new world's champion baseball teams in 1934 because eight of the sixteen major league baseball clubs are starting out the season with different managers than a year ago? At least seven and perhaps eight of those baseball club owners are going to be fooled.

But they won't be fooled any worse than those milk producers who gullibly follow the paid or selfish persons who demand that we kick out all present officers of the Inter-State because prices are not what they were in 1926-1929.

Changing Inter-State management will not cure the depression—but if it would we know that every director and officer would quit today.

## A Square Deal

The demand for a new deal has become a mania. Made popular in politics where such a change was achieved everyone seems to want such a deal.

Even some milk producers want a new deal because the officers of their cooperative finished "second best" to the depression. Would these antagonists look around they could see lots of organizations, cooperative and industrial that, in this free-for-all fight against the depression, finished out of the money and almost out of sight.

They want a new deal but they are not as wise as were the Democrats in 1932. When the Democrats asked for a new deal they put up the man who was going to do the dealing. They played

square. But our cooperative enemies are obviously backed by sinister interests for should their candidate be placed in the open his selfish interests or purchased influence would be riddled beyond recognition by the first volley from the members.

## Members Should

**Know This**  
IT has been known for some time that certain interests have been using every influence at their command to win the favor of those Inter-State members who have been elected delegates to the annual meeting of the Association. The reason is obvious—but the results have been unsatisfactory.

These interests, including the chain stores acting thru the front commonly called the Allied Dairy Farmers' Association and the Elkton, Maryland, group, are the two most insidious. They sensed that it would be easier for them to influence one delegate holding twenty to fifty or more proxies than to influence the same number of members. (They had failed to influence enough individual members or there would have been no injunction.)

So they have been using personal persuasion on delegates as well as turning loud speakers loose at public meetings. We understand they have swung a very few delegates. Their lack of success is testimony of the good sense and splendid character of the delegates. These members of Locals who have been selected to speak for the men back home when the election and annual meeting are held have, with few exceptions, too much backbone to fall for such stories.

The interests of all milk producers are safe in the hands of such level-headed men. These men who are delegates are confronted with the same problems as all men who milk cows and sell their milk to dealers. It is apparent that they know the favored situation in this milk shed and are not letting ballyhoo blind them.

In those few cases where delegates have been swayed by stories of doubtful truth and show Allied or "Elkton" leanings it is a simple matter to strip them of their right to represent you. Just sign a new proxy naming someone who will use it as you want it used and the last dated proxy will be legal.

The important point to remember at all times is to make your vote count as you want it to count even though that means coming and voting in person.

Money matters and the milk mix-up attracted the largest crowds and the most interest at Cornell Farm and Home Week.

## Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

**OFFICERS**  
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I. R. Zollers, Secretary  
August A. Miller, Assistant Secretary  
F. M. Twining, Treasurer

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B. H. Walts, Waynesboro, Franklin Co., Pa.  
F. P. Willis, Ward, Delaware Co., Pa.  
Two vacancies.

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Frederick Shangle, Acting Chairman  
F. P. Willis, E. Nelson James  
R. I. Tussey, A. R. Marvel  
E. H. Donovan, Wm. Mendenhall  
A. B. Waddington

A new edition of the book "Standard Methods of Milk Analysis" has just been announced by the American Public Health Association. This is the first revision since 1927 and contains many new features in keeping with most recent findings in dairy science. The price of the book is \$1.00 postpaid from the American Public Health Association at 450 Seventh Avenue, New York City.

Scientists in the United States Bureau of Dairying have developed a practical method of extracting milk albumin from sweet whey. This product is a valuable addition to cows milk for infant feeding, the proper proportion of it giving a composition closely resembling mother's milk. The additional albumin causes the milk to form a finely divided curd which is more readily digestible than the curd of ordinary cow's milk.

## LATE NOTICE

The Pennsylvania Milk Control Board announces that prices in the Erie area are fixed at \$2.10 per hundred pounds of Class I milk, testing 3.5 percent, \$1.40 for Class II milk and 3/2 times the New York price of 92-score butter for Class III milk. Retail price was set at 10 cents a quart with no mention of a differential for "cash-and-carry." The basic-surplus plan is an integral part of the marketing plan set up.

## LATEST MARKET PRICES

Prices quoted below are for February, 1934, and represent those to be paid by buyers of milk in the Philadelphia area.

**INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES**  
The members of the Inter-State Milk Producers' Association authorize the "contracting distributor" to deduct two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributor" and to pay same as dues to the Inter-State Milk Producers' Association.

The "contracting distributor" to deduct an additional two (2) cents for each one hundred (100) pounds of milk sold to said "contracting distributor" and to pay same to the Dairy Council.

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## \*February, 1934, Inter-State Prices at "A" Milk Delivery Points

The price of "A" milk of any given butterfat content and bacteria count at any "A" milk delivery point may be ascertained by adding the butterfat differentials and bacteria bonuses to the base price per 100 lbs. for 3.5% milk at that delivery point, as given below.

### Base Prices at "A" Milk Delivery Points

NAME OF DELIVERY POINT	Delivery Point Location in Mileage	Minimum Butterfat Test Requirement in Percent	Base Price of 3.5% Milk per 100 Lbs.
Phila. Terminal Market	E.O.B.	4.00	\$2.60
47th and Lancaster	E.O.B.	4.00	2.60
1st and Chestnut	E.O.B.	4.00	2.60
Baldwin Dairies	E.O.B.	4.00	2.60
Other Terminal Markets	E.O.B.	4.00	2.60
Audubon, N. J.	E.O.B.	4.00	2.60
Camden, N. J.	E.O.B.	4.00	2.60
Northtown, Pa.	E.O.B. less 9c	4.00	2.51
Wilmington, Del.	E.O.B. less 20c	4.00	2.40
Receiving Stations			
Belford, Pa.	261 270	1 70	1 96
Bridgeton, N. J.	31 40	4 00	2 18
Byers, Pa.	251 260	1 70	2 10
Carroll, Pa.	201 210	1 70	2 01
Goshen, Pa.	41 50	3 70	2 16
Huntington, Pa.	11 40	3 70	2 02
Kelton, Pa.	41 50	3 70	2 08
Kimberton, Pa.	11 40	3 70	2 16
Landenberg, Pa.	181 190	1 70	2 02
Mercersburg, Pa.	121 130	3 70	2 08
Nassau, Del.	41 50	3 70	2 16
Oxford, Pa.	41 50	4 00	2 16
Red Hill, Pa.	51 60	4 00	2 19
Ringoes, N. J.	21 30	4 00	2 04
Rushland, Pa.	161 170	4 00	2 19
Snow Hill, Md.	171 180	3 70	2 19
Waynesboro, Pa.	2 30	3 70	2 18
Yeakes, Pa.	11	3 70	2 18
Zieglerstown, Pa.		4 00	1 10
Surplus Price	E.O.B. Phila.	4 00	1 30
Milk for Cream Purposes	E.O.B. All Rec. Sta.	A	0 81
Milk for Cream Purposes	E.O.B. All Rec. Sta.	A	1 01

(Based on Oxford, Pa., less 6 cents per 100 lbs.)  
(1) at terminal market delivery points are met.  
(2) at receiving station delivery points are met.

**NOTES (1) Definition of Bacteria Classes**  
Shippers of A Milk to Receiving Stations during the months of May, June, July, August, September and October, having an average bacteria count for the month of 10,000 bacteria or less, shall receive a bonus of 40 cents per hundred pounds and a shipper with an average count of more than 10,000 and less than 50,000 shall receive a bonus of 25 cents per hundred pounds. During November, December, and January, received similar bonuses during three of the previous six months also mentioned, provided that at least one of these three months be July or August. Producers, in addition to the above mentioned, qualifying during the months of November, December, January, February, March, and April for a "A" milk bonus as above described, shall be paid a bonus of 25 cents per hundred pounds for a bacteria count of 10,000 or less and 15 cents per hundred pounds for a bacteria count of more than 10,000 and less than 50,000.

**CLASS I** Shippers will qualify for Class I bonus of 40 cents per 100 lbs. if the bacteria requirements (1) at terminal market delivery points are met.  
(2) at receiving station delivery points are met.

**CLASS II** Shippers will qualify for Class II bonus of 25 cents per 100 lbs. if the bacteria requirements (1) at terminal market delivery points are met.  
(2) at receiving station delivery points are met.

**IF THE BACTERIA REQUIREMENTS ARE NOT MET IN FEBRUARY:**  
**CLASS V** Shippers will fail to qualify for any bacteria premium if the bacteria requirements (1) at terminal market delivery points are not met.  
(2) at receiving station delivery points are not met.

The butterfat differential of 6 cents per 1/100 lb. will not be paid unless the bacteria requirements are met, nor will bacteria bonuses be paid unless the butterfat test is equal to, or higher than the minimum requirements of the delivery point where the milk is delivered.

## \*February, 1934, Inter-State Prices at "B" Receiving Station

RECEIVING STATION	Location in Mileage	Basic Price of 3.5% Milk per 100 Lbs.	RECEIVING STATION	Location in Mileage	Basic Price of 3.5% Milk per 100 Lbs.
Reamans Place, Pa.	51 60	\$2.15	Lewistown, Pa.	161 170	2 04
Belford, Pa.	261 270	\$1.96	Lewistown, Pa.	141 150	2 04
Bridgeton, N. J.	31 40	2 18	Massy, Md.	61 70	2 02
Byers, Pa.	251 260	2 06	Mercersburg, W. Va.	291 300	1 93
Carroll, Pa.	201 210	2 01	Mt. Pleasant, Del.	121 130	2 08
Chester, Pa.	11 40	2 16	Nassau, Del.	41 50	2 14
Chambersburg, Pa.	151 160	2 11	New Holland, Pa.	61 70	2 14
Chestertown, Md.	61 70	2 14	Oxford, Pa.	41 50	2 16
Clarksburg, W. Va.	81 90	2 11	Princess Anne, Md.	131 140	2 06
Conowingo, Md.	251 260	1 96	Providence, Md.	41 50	2 16
Dayton, Pa.	121 130	2 08	Queen Anne, Md.	91 100	2 10
Danvers, Pa.	121 130	2 08	Red Hill, Pa.	51 60	2 19
Easton, Md.	101 110	2 11	Rushland, Pa.	161 170	2 04
Elkton, Del.	81 90	2 11	Salem, N. J.	21 30	2 19
Felton, Del.	61 70	2 14	Ringoes, N. J.	51 60	2 15
Fredericktown, N. J.	51 60	2 15	Rising Sun, Md.	61 70	2 14
Goshen, Pa.	41 50	2 10	Rushland, Pa.	21 30	2 19
Hagerstown, Md.	181 190	2 02	Salem, N. J.	21 30	2 19
Hagerstown, Md.	181 190	2 02	Snow Hill, Md.	171 180	2 19
Harrisburg, Pa.	91 100	2 01	Sunderland, Md.	71 80	2 13
Harrisburg, Pa.	201 210	2 01	Towson, Md.	51 60	2 15
Huntington, Pa.	11 40	2 08	Virginsville, Pa.	71 80	2 13
Hurlock, Md.	121 130	2 08	Waynesboro, Pa.	171 180	2 03
Kelton, Pa.	41 50	2 11	Woodstown, N. J.	21 30	2 19
Kimberton, Pa.	11 40	2 16	Zieglerstown, Pa.	31 40	2 18
Landenberg, Pa.	181 190	2 02			

(Based on Oxford, Pa., less 6c per 100 lbs.)

### FEBRUARY BUTTER PRICES

SECONDARY TERMINAL MARKETS				92 Score Solid Pack			
*February, 1934, Inter-State "B" Milk Prices				Price List of 3.5% Milk per 100 Pounds			
TERMINAL MARKET	Basic	Cream	Surplus	Date	Phila.	New York	Chicago
Atlantic City	2 29	1 33	1 13	1	24 1/4	23 1/4	23
Audubon	2 29	1 33	1 13	2	25	24	23 1/2
Bethlehem	2 29	1 33	1 13	3	25 1/2	24 1/2	23 1/2
Camden	2 29	1 33	1 13	4	25 1/2	24 1/2	23 1/2
Chambersburg	2 29	1 33	1 13	5	25 1/2	24 1/2	23 1/2
Chestertown	2 29	1 33	1 13	6	25 1/2	24 1/2	23 1/2
Conowingo	2 29	1 33	1 13	7	25 1/2	24 1/2	23 1/2
Dayton	2 29	1 33	1 13	8	25 1/2	24 1/2	23 1/2
Danvers	2 29	1 33	1 13	9	25 1/2	24 1/2	23 1/2
Easton	2 29	1 33	1 13	10	25 1/2	24 1/2	23 1/2
Felton	2 29	1 33	1 13	11	25 1/2	24 1/2	23 1/2
Fredericktown	2 29	1 33	1 13	12	25 1/2	24 1/2	23 1/2
Goshen	2 29	1 33	1 13	13	25 1/2	24 1/2	23 1/2







## The Marketing Agreement

THE new Philadelphia Milk Marketing Agreement is still under consideration. The Inter-State Board of Directors at its special meeting on February 10 took no final action on it after thorough discussion and consideration. The opinion prevailed that a joint plan between the A.A.A. and the Pennsylvania Milk Control Board would be preferable, would avoid confusion, eliminate duplication, and work toward greater harmony in the market with far better chances of rigid enforcement which is considered necessary for success.

The A.A.A. announced on February 22, through Secretary Wallace, of certain changes being sought in all new agreements. These referred to details of buying policy and included freight charge adjustments, reduction of receiving station charges, elimination of terminal charges, bonding of milk buyers and the establishment of a "pool plan." The first three named were specifically requested of the A. A. A. by the Inter-State in a brief filed with them in October. The Inter-State has long favored a plan of bonding dealers and has repeatedly went on record to that effect. The Secretary also stated that it is planned to provide a check on accuracy of weights and tests, a 13-year-old Inter-State service to members which is highly efficient.

The pool plan simply means that all dealers taken collectively will pay Class I price for as much milk as they sell for fluid trade. Should certain dealers put practically all their purchases into bottles they would actually bottle some Class II or Class III milk but would pay into the pool the extra amount they would thus get, while the dealer who was buying more Class I milk than he could sell for fluid purposes would draw out of the pool the extra amount this milk would cost him. This pool plan, if it should be applied here, would have little effect on producers' milk checks as the plan now used strikes about the same average percentage of each producer's basic to be bought at Class I price as would be bought at that price under the pool plan. The price for that Class would not be changed because of the plan, but no dealer would get an extra margin by not buying his share of the surplus and no dealer would be penalized who handles more than his share of the surplus.

New Milk Marketing Agreements have been issued for Chicago, Des Moines, Omaha-Council Bluffs, Minneapolis-St. Paul, St. Louis and Evansville. These marketing agreements and licenses to dealers provide prices to producers and, in accordance with policies announced in January, allow dealers to determine their own retail and wholesale prices.

The new agreements also employ the basic-surplus plan as the most workable production control plan, all markets having three classes while a few also have a fourth class. Class I prices have been set according to competitive conditions and with certain relationships to butter prices but are not influenced by any day-by-day fluctuations in butter price. Class II (milk for fluid cream) in some cases is a set price and in others fluctuates with butter prices. Class III and Class IV prices are determined by butter quotations.

Hearing have been called on proposed marketing agreements for the Los Angeles; Detroit; Davenport, Iowa; Indianapolis; and Cedar Rapids, Iowa, areas. The agreements to be presented are modeled closely after those recently put into effect and provide for classifications under a basic-surplus plan.

The A.A.A. has taken definite steps toward enforcing the new agreements when two Chicago dealers were cited to show cause why their licenses should not be revoked. This action was taken only fifteen days after the agreement and license were put into effect. Within a week later four Los Angeles dealers were cited under the original license. All citations were for violations of improper purchases from producers, either for buying from producers who are not cooperating in production control or for buying at prices under those set in the agreement.

### Wisconsin Prices

The average January price of all milk in Wisconsin was reported as \$.93 a hundred pounds, the same as in December. Milk for butter and cheese was \$.85, for condensaries \$1.04 and market milk was \$1.37. The state shows a slight increase in cow population but a 14 percent drop in production per cow as compared to February 1 a year ago.

## Money Talks, Read This

COLD, hard cash will puncture a bag of hot air the quickest of anything we know. One such bag is that milk producers were robbed by the marketing agreement just vacated. Dairymen in the Philadelphia area are getting much better prices than a year ago. Here are some facts which prove two things, first that the farmers in one secondary area get more for their milk because of the Philadelphia Milk Marketing Agreement, and second, an Inter-State fieldman

helped those farmers get the full benefit due them under the agreement.

One dealer who in October paid a straight price per hundred for all milk went on the basic-surplus plan in November. This change resulted in an increase of exactly \$190.39 that he paid his producers over what that milk would have cost him on his former straight price basis.

Another dealer in the same area refigured his October checks ac-

cording to the amount of Class I and Class II milk actually sold in that market. This took a lot of milk out of Class III at \$1.18 and moved it up to Class I at \$2.54 and Class II at \$1.38 and resulted in an extra \$273.54 for his producers. His average price was \$2.28 per hundred as compared to his straight price of \$2.06 in September. Paying on the agreement basis in October his producers received \$391.49 more than they would have under the flat price method.

A third dealer in the same market paid his producers \$4961.27 in October but upon checking up with the Inter-State fieldman he found that another \$289.68 should have been paid them. This was added to the November checks. The same dealer refigured his Class I and Class II milk for November resulting in increasing his payments from \$4424.41 to \$4999.99 an increase of \$575.58. This was a total of \$865.26 in two months, due directly to the cooperation between this dealer and the Inter-State fieldman.

Stated another way, the October increase from two dealers to their producers was \$563.22. The November increase from one of the same dealers and from another dealer in the same market was \$765.97 or a grand total of \$1329.19 from three dealers in two months due to fieldman helping those dealers comply with the agreement.

If we should compare their final correct payment with previous methods of payment the increase would be still greater.

Contrasted to these good returns showing a weighted average of \$2.14 per hundred on all three classes the producers would have received only \$1.60 per hundred under the strike agreement of last summer. Had that "striker's price" been followed by these three dealers for October and November the farmers would have received only \$12,311.34, which is \$4189.94 less than the \$16,501.28 they actually received under the agreement. In other words, the Inter-State, in spite of all the propaganda created about it, was largely instrumental in getting one-third more for these producers than they would have received under the strikers' price.

### FEBRUARY PERCENTAGES

Figures for February payments which were delayed by lack of complete reports provide that Class I price shall be paid by distributors for any amount up to 80 percent of each producer's established monthly basic quantity and that Class II price be paid for any production over 80 percent and up to 100 percent of each producer's established basic.

### Cream and Maple Sugar

A new dairy spread that has been developed at the Vermont Experiment Station should prove attractive to many dairymen in Inter-State territory. This is a combination of very rich cream and pure maple sugar.

This product is especially appealing to many people as a sandwich spread, in candy making, as a spread for hot biscuits, waffles, pancakes, etc. It should prove a tasty addition to the school lunch.

The cream used tested from 68 to 75 per cent butterfat and was obtained by using special "tin ware" on the cream separator or by reducing the in-flow into the machine. Eight pounds of cream to which was added two pounds of finely pulverized dark colored maple sugar gave the best results in the many tests.

Complete directions are contained in Bulletin No. 364, A New Maple Product, from the Vermont Agricultural Experiment Station at Burlington.

When writing to advertisers tell them you saw their ad in the "Milk Producers' Review."

### March Milk Prices 3.5% Test

Under agreement between the sales committee of the Inter-State Milk Producers' Association and cooperating buyers in the Philadelphia Milk Shed, and as provided under the terms of the marketing agreement approved by Secretary Wallace, prices to be paid producers for milk during March, 1934, subject to a deduction of 4c per hundred pounds in accordance with this marketing agreement, are noted below:

The price of Class I milk, 3.5 percent butterfat content, F. O. B. Philadelphia, during March, 1934, and until further advised, will be \$2.60 per hundred pounds or 5.6 cents per quart. This price is effective for any amount up to a percentage of your established basic quantity which will be announced later, when reports from dealers are complete.

An additional percentage of your established basic quantity will be paid for by cooperating buyers at Class II or cream price. The price of Class I milk delivered at receiving stations in the 51-60 mile zone, 3.5 percent fat, will be \$2.15 per hundred pounds, with the usual differentials and variations at other mileage points.

### PRICE OF MILK FOR CREAM

The cream price for March is based on the average price of 92 score New York butter, plus 5 cents per pound and this amount multiplied by four, plus 1 cent. This will be the price of 4% milk for cream purposes at all receiving station points. The F.O.B. Philadelphia cream price will be 29 cents per hundred pounds higher than the receiving station cream price. The 4% price less 20c will be the 3.5% price.

### SURPLUS MILK

Surplus milk shipped during March, 1934, will be paid for by cooperating buyers on the average price of 92 score butter at New York multiplied by four, plus one cent. This determines the price for 4% milk. The 4% price less 20c will be the 3.5% price.

### "Middle Ground" Continues Activity

The middle ground committee appeared before the Inter-State Board of Directors at its special meeting on February 10th to state to the board its next move in the efforts to unify the milk producers in the Philadelphia Milk Shed.

Their proposition simply stated, was to ask the board to elect two of its members to serve on a committee to draft revisions of Inter-State by-laws which, it was hoped, would strengthen the organization. Their plans included asking the Allied Dairy Farmers' Association to elect two from its board to serve in this committee, and they would elect two (or four) others from different factions of the membership to complete the committee.

Their proposal was to have this committee draft proposed changes in Inter-State by-laws which would come as near as possible to satisfying the several demands and which would be designed to work for the best interests of dairymen applying Philadelphia with milk. This plan was being considered by the middle ground group when John A. McSparran, Pennsylvania Secretary of Agriculture, also proposed it to them. This was an excellent endorsement of their plans.

The Board elected J. W. Keith and I. V. Otto to serve with this committee. One objection was made to the middle ground committee's proposed plan of selecting the additional men, to the effect that one faction would say that the middle ground group and the present Inter-State management were considered by some as one and the same thing. It was generally understood that this reference was to a certain faction with headquarters at Elkton, Maryland, which wants all present Inter-State officers ousted but which refuse to put up the names of any to take their places.

The middle ground committee then made contact with the officers of the Allied Dairy Farmers' Association asking them to bring the same proposition before their board of directors which was to meet on February 13th.

As expected, the Allied organization refused to do anything about it. They again demonstrated that they have no spirit or thought of compromise in their make-up which adds support to the current belief that they are under control of selfish interests and of individuals whose jobs apparently depend upon keeping things stirred up.

As a result of this attitude the middle ground group has not completed the selection of the committee as they feel that the present by-laws cannot be changed before the annual meeting.

## The Beet Sugar Industry in the United States

IN 1933 the Committee of Agriculture of the United States Government made the following report: "From all the information which this committee has been able to obtain they are induced to believe that no country in the world is better adapted for the production of sugar beets than most parts of the United States, whether we consider the soil, the climate or the people."

Not until 1893, however, after fifty years of disappointments, heartbreaks and failures, was this valuable industry really established.

Today the beet sugar industry is one of the most important agricultural developments in the United States. At the present time over 1,000,000 acres are devoted to the production of sugar beets. There are 100 beet sugar factories in this country, 25% of all sugar consumption by the people of the United States comes from the sugar beet.

Based on the price paid last year, 123,571 farmers grow beets, received in excess of \$55,000,000 for their sugar beet production.

Now let's look at what it means to employment—what it means economically to the United States.

The sugar beet industry uses annually:

32,000,000 sugar and beet pulp bags  
1,629,256 tons of coal, 31,162 tons of coke and 311,623 tons of limestone

712,799 square yards of cotton filter cloth and in miscellaneous supplies over \$1,500,000 is expended.

It requires a cotton crop of 312,903 acres to produce the cotton consumed in the beet sugar industry.

The beet sugar industry pays to trucking companies and railroads approximately \$30,548,559 for transporting beets, pulp, molasses and sugar.

Employment is furnished to 141,206 agricultural workers in addition to the farmers.

All told, assuming that 100 pounds of sugar represents 8 man hours of labor, the industry in the United States should utilize 224,022,760 man hours of labor annually!

### The Chain Store Racket in Milk

This letter under the above heading was written by Ira Hartz to the Philadelphia Record and other newspapers on February 26th. To our knowledge it has not been published.

Several years ago the Philadelphia Chain store entered the milk distributing business using the established chain store policy of buying under the market price. They have found it considerably harder to muscle in on the Philadelphia market than in most other cities since the dairy farmers were well organized in Philadelphia area, therefore they could not secure enough nearby milk at the lower price at which they expected to buy. Consequently they picked up milk wherever they could get it.

We farmers do not care who buys our milk provided we are paid a good price, but we do protest against the chain store policy of buying under the market.

The evidence is that the chain stores realized that they could depress producers' prices easier if they could divide the farmers. Therefore they picked up a campaign to foster dissatisfaction among the farmers. It was brought out at a recent public meeting in Kimberton, Pa., that individuals financially interested in the chain stores contributed to the Allied Dairy Farmers. This was publicly admitted by a director in that organization.

It is interesting to note in this connection that Mr. Biddle was one day the attorney for the Allied group and the next day he publicly announced himself as the attorney for a concern buying milk for chain stores.

It was definitely stated at the recent



*\*Quoted from Report No. 74 of the U. S. Department of Agriculture entitled "Progress of the Beet-Sugar Industry in the United States in 1902." The portion quoted is by Charles F. Saylor, special investigator. Mr. Saylor's statements are as true today as when they were written 32 years ago. The paragraph headings are ours; also, where Mr. Saylor called it "sugar-beet pulp", we have used the word "dried beet pulp" (as it is now known.)*

"Dried beet pulp is not valuable solely on account of the nutrients it contains, though in this respect it is directly comparable with coarse fodders. It is found that the benefits of pulp feeding result largely from its mechanical and sanitary effects.

"Our feeds have consisted largely of the cereals and dry forage; the addition of this pulp to the ration appears to aid materially the digestion of the other foods.

### Analysis Doesn't Show Its Value

"No chemical analysis can give the value of dried beet pulp. Its value does not result so much from its nutritive qualities as from its aid to digestion and the general healthful tone which it gives the animal itself.

"I give it as the general verdict of feeders that the benefits of pulp result from the more nearly complete digestion and assimilation of the nutrients in the ration.

### It Fits Any Ration

"Fortunate indeed is the farmer who is situated where he can secure dried beet pulp. Dried beet pulp enters readily into any balanced food ration designed for specific purposes. No single item makes a food ration. This statement is as true of corn as it is of pulp, and vice versa. I would not undertake to encourage the use of cereals in the proper place in a food ration. I do wish to encourage the introduction of other foods along with them especially succulent foods, a good type of which we find in dried beet pulp. It is available in large quantities, it is nutritious and its sanitary effect is remarkable. Its aid to digestion is its strongest recommendation."

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control board hearing by a representative of the company which supplies milk to the chain stores that they are paying a substantially lower price than dealers who deliver milk to the doorstep. This milk costs \$2.40 f.o.b. Philadelphia while the other dealers are paying \$2.60 for 3.5% milk. As their milk tests from 3.75% to 4.00% they are actually paying \$2.70 to \$2.80 per hundred delivered at their plants. When we hear these facts it is easy for us farmers to understand why the chain stores are selling milk cheaper than the other dealers because they take it out of our milk checks.

The same witness testified that grade "A" milk costs them only \$2.74 per hundred lbs. when other dealers are paying \$3.30 for 4% grade "A" milk. All of us at

the hearing noticed that the chain store group did not bring in any witness who could tell what the farmers were actually paid for the milk. They buy the milk from other dairies as cheap as they can get it.—IRA HARTZ, Elverson, Pa.

At one of the sessions of the American Medical Association, Milwaukee, when five thousand physicians were assembled in a huge auditorium, a cloak-room attendant burst in and shouted, "Is there a doctor in the building?"

### Report of the Quality Control Department Philadelphia Inter-State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of January, 1934:

No. Inspections Made.....	2070
Special Farm Visits.....	55
No. Sediment Tests.....	4326
Days Can & Truck Inspection.....	39
No. Meetings.....	150
Attendance.....	72
Days Special Work.....	27,714
Miles Traveled.....	27,714

During the month 31 dairies were discontinued from selling for failure to comply with the regulations—46 dairies were re-instated before the month was up.

To date 279,776 farm inspections have been made.

### Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of January, 1934:

Butterfat Tests Made.....	8858
Plants Investigated.....	47
Calls on Members.....	412
Quality Improvement Calls.....	1
Herd Samples Tested.....	194
Membership Solicitation Calls.....	21
New Members Signed.....	9
Cows Signed.....	94
Transfers Made.....	5
Meetings Attended.....	718
Attending Meetings.....	8
Brom Thymol Tests.....	56
Microscopic Readings.....	20



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## MILK PRODUCERS REVIEW

### An Unique Milk Puzzle

**R**EAD the following article carefully. Can you insert the correct name for the territory in blank (a), the name of the dairy organization in blank (b), the name of the newspaper in the proper blanks, the name of the right cooperative official in blank (c) and the lie about him in blank (d).

Then read the second article. Sounds familiar, doesn't it? Perhaps it happened right in your own Local?

### Blank Newspaper—Master Wrecker

Three months of direct attack on the organized dairymen of (a), of misrepresentation and of direct falsehood regarding the actions and motives of (b), have earned for the (newspaper) the title of Master Wrecker. There were others who have, by their actions, placed themselves in the position of wreckers but without the (newspaper) to give them widespread attention their efforts would have amounted to little.

However, the (newspaper) overreached itself when, on February 2, it carried a statement that an official of the A.A.A. had informed the (newspaper) that Mr. (c), general manager, had said that (d).

This was a deliberate falsehood and has been repudiated by the A.A.A. and by Mr. (c). It served to bring to a head a situation under which we have been suffering for months. It is that the (newspaper) has purported to have means of reaching someone within the A.A.A. and securing private and confidential information.

Using as a "cloak" some unnamed official of the A.A.A. the (newspaper) has published false and misleading statements in an attempt to break down the (a) agreement and license and to undermine (b) and its officers.

### Red Tactics

Association members at certain local meetings have had the opportunity to vote on resolutions prepared and presented by representatives of an entirely separate organization. On occasion these resolutions have expressed critical repudiation of the Association and of certain policies which have been adopted by majority vote of accredited delegates.

Most everybody has the right to join as many organizations as he chooses. It is said a person has a right to change his mind any time before he dies—and there are a lot of other things that one may properly do. But there is a thing in this world that many people recognize as the principle of common courtesy. Submitted to the judgment of impartial observers it is extremely doubtful if invasion of a meeting called by one organization for the purpose of presenting the hostile resolutions of another organization would be deemed a courteous procedure.

Answers to the above puzzle (?) would be just as true if they were as close to home as you guessed—but they happened at Boston. (a) is New England, (b) is the Consolidated Dairies, (newspaper) is the Boston Herald, (c) is Mr. W. P.

Davis, general manager of (b), (d) is a deliberate falsehood similar to one given about Mr. Allebach in a Philadelphia paper on February 1. The quotations are from the "New England Dairyman."

A Charles F. Adams is the spear head of the New England troubles and he is said to be deeply interested in Boston's biggest grocery chain. What the Boston Herald says always fits in with what Adams wants done. It seems that every large town has a newspaper which is dominated by the chain stores and in that capacity uses every artifice to undermine dairy cooperatives; thereby making it easy to batter down milk prices which are already low.

"Red Tactics" hits mighty close to home but it originally appeared in the Michigan Milk Messenger of Detroit.

### Before the Control Board

(Continued from page 3)

tributors in Philadelphia for the entire year 1933. These figures minimize the effect of such importations on production.

The average number of pounds of milk shipped daily per farm to these three large dealers each month of 1933 was as follows:—January 143.4 pounds; February, 143.9; March, 144.3; April, 145.2; May, 161.7; June, 152.4; July, 147.8; August, 148.5; September, 145.2; October, 142.3; November, 144.7; and December, 141.0 pounds.

The 1934 monthly basic was determined by adding the 1933 basic, the July 1933 and the November 1933 production and dividing the total by three. You will notice that production followed more than a normal seasonal decline in July as compared to August and it showed only a 1.69 percent rise in November as compared to October, followed by a 2.56 percent fall in December. Such a small change in production is easily within the influence of better feeding.

Supplementing my own testimony as to the net weighted average price received by producers now selling milk under the basic-surplus plan I am pleased to submit the following figures for January 1934:

Station	Mileage	Average	Weighted	Zone	Test	Avg. Price
Leaman Pl.	51-60	3.59%	\$2.01			
Princess Anne	31-40	4.24%	2.17			
Chambersburg	151-160	3.88%	1.92			
Lewistown	161-170	4.04%	2.02			
Oxford, Pa.	41-50	4.19%	2.57			

The first four named stations receive "B" milk only. Oxford is an "A" station and an average bonus of \$.495 per hundred plus the regular 4 cent butterfat differential was paid on all Class I milk received there. The regular butterfat differential was paid on 18.5 percent of total receipts which went into Class II and Class III. The prices quoted are net to producers and represent all deductions for freight (\$3.35 per cwt. average on Class I milk), receiving station charges, sales commissions to our organization and checkoff to the Dairy Council for advertising. I feel that these are representative stations except that they are farther from the city than average and they represent about the average quality of milk now being handled in Philadelphia as shown by tests of milk bought from delivery wagons and tested in our laboratory.

We respectfully submit this supplementary brief for your further information and we again invite the members of your

board or its representatives to inspect the records of production and sales and any other pertinent records which are on file in our offices at 219 N. Broad Street Philadelphia.

### Cuts Fencing Costs

An "electrical fence" has been developed by a Wisconsin dairyman which should greatly reduce the first cost of labor and material required in fencing. A single strand of barbed wire with posts set 2 to 3 rods apart was found by him to be effective in confining cattle when the wire was charged with a slight current which "tickles" but which is harmless.

The cost of current is said to be very small and one electrical unit can be used for several fields at one time. It is said to be especially useful in temporary fencing. Several Wisconsin dairymen have used the device and report its operation as very satisfactory. Among them are both large and small producers.

### Barley Can Be Used In Poultry Rations

Farmers who grow barley sometimes ask if it can be used in poultry rations.

John Vandevort, poultry specialist at Penn State College says the better (tho still not satisfactory) barley is one of the principal ingredients of both grain and mash mixtures. Although barley may not equal corn and wheat in nutritive value, it does possess in other respects similar value in poultry feeding.

Whether barley should be used in place of corn or wheat depends largely on the relative supply and price of these grains. If a poultryman is using two-thirds corn and one-third wheat in the grain mixture, he will find it satisfactory to use equal parts of corn, wheat and barley by weight. Barley can replace some of the ground corn or wheat in the mash mixture. Using the four common ground grains—corn, wheat, oats, and barley, in equal proportions in the mash would doubtless give good results. Mr. Vandevort believes.

"Review" advertisers are reliable, mention the "Review" when writing to them.

### December Prices Paid By Producers' Associations

City	Average	Net Price	Basic Price
Philadelphia	\$2.32	\$2.60	\$2.60
Pittsburgh	1.65	1.90	1.90
New York	1.46	2.30	2.30
San Diego	1.71	2.00	2.00
*Milwaukee	1.70	2.26	2.26
*Boston	1.24	1.70	1.70
Minneapolis	2.70	3.40	3.40
Hartford	1.74	1.90	1.90
Cincinnati	1.65	2.08	2.08
Louisville	1.07	1.55	1.55
*Omaha	1.57	1.85	1.85
Detroit	1.57	1.85	1.85

(x)—Except New York quotations are based on prices in the 201-210 mile zone and Boston prices in the 181-200 mile zone. (\*)—January. (a) November.

March, 1934

## Dairy Market Situation

The average price of 92 score milk at New York from January 29 to February 27, inclusive, was 24.97 cents. This figure is used in determining February prices for Class I and Class III milk. This was an increase of 5.36 cents over the 19.61 cent January average.

FEBRUARY experienced a remarkable strengthening of the dairy market situation. Butter prices increased more than 5 cents a pound over January and this improvement is carrying over into March. Your check for February milk will show this in a 22-cent increase in prices of cream and plus milk.

This situation has greatly eased the tension on fluid milk prices as brought butter, and with it cheese, more nearly in line with fluid milk prices.

Feed prices have held very close to their previous level which has resulted in a continuation of the production in grain feeding. This situation is expected to hold down production until the pasture season arrives.

John Vandevort, poultry specialist at Penn State College says the better (tho still not satisfactory) butter prices may then stimulate production. This warns us to mixtures. Although barley may not equal corn and wheat in nutritive value, it does possess in other respects similar value in poultry feeding.

Whether barley should be used in place of corn or wheat depends largely on the relative supply and price of these grains. If a poultryman is using two-thirds corn and one-third wheat in the grain mixture, he will find it satisfactory to use equal parts of corn, wheat and barley by weight. Barley can replace some of the ground corn or wheat in the mash mixture. Using the four common ground grains—corn, wheat, oats, and barley, in equal proportions in the mash would doubtless give good results. Mr. Vandevort believes.

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*Boston	1.24	1.70	1.70
Minneapolis	2.70	3.40	3.40
Hartford	1.74	1.90	1.90
Cincinnati	1.65	2.08	2.08
Louisville	1.07	1.55	1.55
*Omaha	1.57	1.85	1.85
Detroit	1.57	1.85	1.85

(x)—Except New York quotations are based on prices in the 201-210 mile zone and Boston prices in the 181-200 mile zone. (\*)—January. (a) November.

reported by the United States Department of Agriculture as 8.9 percent less on February 1 than a year earlier but the January 1 figures for cow population was 3.1 percent larger than a year ago. The production per cow in Pennsylvania dropped 6 percent as compared to February a year ago and the number of cows in the North Atlantic States increased only 0.4 percent, in Pennsylvania there was a 2 percent increase.

Butter has been moving out of storage at an increased rate. This combined with a 12.9 percent drop in production during January accounts for the improved price situation. Cheese production dropped 16.5 percent in January and evaporated milk manufacture decreased 15.6 percent. Prices of manufactured products responded exactly reverse to their January-February behavior in 1933 when butter prices went down from 23 to 16 1/4 cents while this year they went up from a January low of 18c to a February high of 26 1/2, the highest since 1932. January averages were the same both years.

Fluid milk prices are practically the same as they have been for several months. A few minor decreases have been noted following practical cancellation of marketing agreements on February 1. Only about six new agreements have been issued but some of them show a slight decrease to producers.

When writing advertisers, mention the "Review." It will help make it a bigger and better magazine. Dairy cows reach their highest and most economical production around seven years of age.

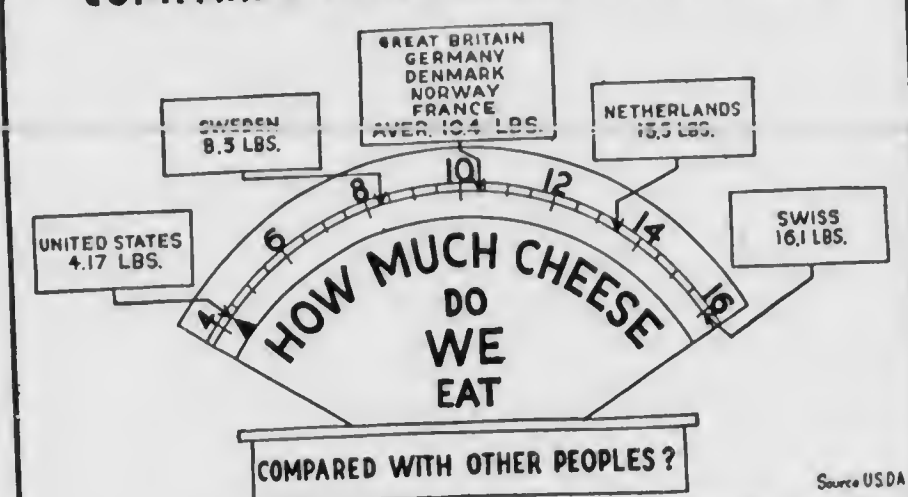
### February Buying and Selling Prices

From National Cooperative Milk Producers' Federation

Market	Prices f.o.b. City 3.5% test	Butterfat	Retail price
	Class I	Class II	Class III Differential "B" Milk
Los Angeles	\$1.785	b	5.1c
Pittsburgh	1.90	\$1.28	3
New York (201-210 mile zone)	2.30	x1.55	4
Des Moines	1.60	r	3
Philadelphia	2.56	1.50	4
Washington, D. C.	2.67	1.74	7
Baltimore	2.38	1.74	4.64
Milwaukee	2.00	1.02	77
Boston (180-200 mile)	2.26	1.05	2.5
San Diego, Cal.	2.10	b	6
Chicago (60-70 mile)	1.75	1.25	1.075
St. Louis	1.945	.97	.83
Minneapolis-St. Paul	1.60	b	3
Buffalo	2.23	1.55	4
Detroit	1.85	1.25	.88
Louisville, Ky.	2.08	x1.21	2
Omaha	1.55	.90	.80
Cincinnati	1.89	1.39	.68
Hartford	3.405	1.08	94(f)

(a) January prices. (b) to be determined according to butter. (c) Based on return from surplus pool. (d) Also a class four price of \$3.73. (e) Average of range of prices quoted. (f) Also a class four price of \$3.73.

## PER CAPITA CHEESE CONSUMPTION U.S. COMPARED WITH OTHER COUNTRIES



## How Much.... CHEESE ....Do We Eat?

**T**HE answer to this question is strikingly illustrated above. The per capita cheese consumption in the United States is only 4.17 pounds per year. The Swiss eat more cheese than any other folk. They are famed for their rugged health and racial strength. Cheese and other dairy products are favorite foods with them. After the Swiss come the Dutch, Danes, French, English, German and the Scandinavian races—all people of vigor and health.

One of the finest things America could do for health and economy is for city and rural people to develop the habit of eating cheese in amounts comparable to European consumption. Cheese is a superior food. Made from whole milk, it may be considered a concentrated form of milk, the food which comes nearest to fulfilling all the needs of the body.

It contains muscle-building protein—of a quality particularly suited to the best growth of children as well as adult maintenance. Calcium, phosphorus and iron are present in rennet cheese in the same proportionate amounts as in milk. The iron present is in an easily assimilated form. The fat soluble vitamins A and D become more concentrated when whole milk is made into cheese for the fat of the milk is nearly all retained when curd is formed.

Cottage cheese is also considered a good source of calcium along with the other food values.

Increased consumption of milk, butter, cheese and ice cream will help to improve the farmers' market.

## The Philadelphia Dairy Council

cooperating with

The Butter Campaign of  
The National Dairy Council



# 25% SAVINGS SECURITY 100% PROTECTION

RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES—  
THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.  
A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.  
Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

## STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Collision, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.  
We write but two classifications, "W" and "X." This means a large saving on high priced cars.

## NET GAIN

Save with a company that has made a net gain of over 77% in premium writings for the first six months of 1933 as compared with the same period of 1932

## COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

## Penna. Threshermen & Farmers Mutual Casualty Insurance Co.

325-333 S. 18th STREET HARRISBURG, PENNSYLVANIA

Clip this and mail today—it obligates you in no way.

PENNSYLVANIA THRESHERMEN & FARMERS' MUTUAL CASUALTY INSURANCE COMPANY  
Harrisburg, Pa.

Gentlemen: I am interested in—

Compensation Insurance - - - - ☐  
Automobile or Truck Insurance - - - - ☐

It is understood that this inquiry is not to obligate me in any way whatsoever.

Name.....

Address.....

Street and Number

City

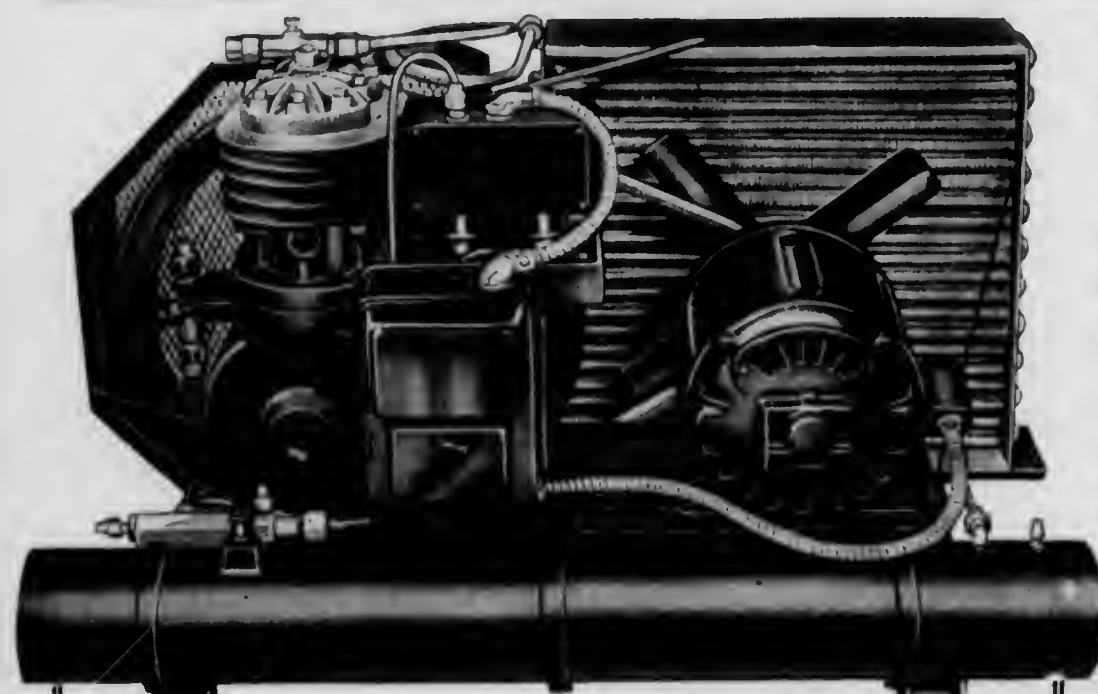
County

Business.....

Payroll.....

Make of Car.....

Model.....



## HUSKY, HEAVY DUTY REFRIGERATING COMPRESSORS

FOR MILK COOLING AND STORAGE

the most reliable type of equipment. Great surplus power—oversize parts—costs less to run—and gives longer trouble-free life. "M&E" compressors are found on thousands of the Eastern dairy farms. Complete range of sizes and types from 175 lb. up to largest. All automatic. Electric or gasoline drive.

SOLELY BY AUTHORIZED DEALERS AT  
SUBSTANTIAL SAVINGS!

For catalogs, local dealers names, or engineering data write—

Manufactured by  
**MERCHANT & EVANS COMPANY**  
Est. 1866 PHILADELPHIA, PA. U.S.A.

NOTICE TO DEALERS: Why not investigate the possibilities of handling "M&E" in your section? Direct Factory Contact. Free training. Your inquiry is invited.

Read "Review Ads" they are reliable

## PUBLIC SALE

of Holstein Cows, at Savery Farm, on State Road near Parkerville, between Pocopson Station and Red L'oe.

MARCH 21, 1934, at 1 P.M.

30 head of these cows are second and third calf heifers. In starting this herd we bought excellent foundation cows and have bred them better. Increase your production and strengthen your herd with some of these cows. Terms Cash.

SAVERY FARM

## ELECTRIC FENCING

Livestock owners save 80% of fencing costs with One-Wire Electric Fence Unit. Users of 110 volt current write

ONE-WIRE FENCE COMPANY  
B-22 WHITEWATER, WIS.

## CLOVER

Medium Red or Mammoth, at attractive prices, (Ohio Green—Double Treble) of the highest quality. Have real bargain prices on Alaska, Alfalfa, Sweet Clover, Timothy Seed, Alsike and Timothy Mixes. Also Sensation Seed, Oats, Velvet Barley, Soy Beans, Woodburn, Change and White Cap Seed Corn.

Write for samples wanted and Catalogue.

THEO. BURT & SONS, Box 91 MELROSE, OHIO

## NOW while you have the time LOOK INTO this BETTER WAY TO PUT UP HAY!

WHEN chopped hay can be put up cheaper, quicker and easier than whole hay, it's not surprising that the practice of hay chopping is gaining so rapidly. Using the Papec System, two men handle hay faster than 4 men using a harpoon fork, and no one works in the hot, dusty mow. The chopped hay is blown into the mow, takes half the usual space, keeps perfectly, is much easier to feed out. Often steps up milk production; makes beef and mutton gains cheaper. Eliminates feeding waste.



A Papec Hay Chopper, without any change, is also the best silo filler obtainable. Shreds fodder and cuts straw. Fill out the coupon or send postal for booklet describing all advantages and savings from chopped hay.

Send For Full Information

Papec Machine Co., 1158 Main St., Shortsville, N.Y.

Send, free of cost, of "A Better Way To Put Up Hay" describing the Papec System and Papec Hay Chopper-Silo Filler.

Name.....

Post Office.....

**PAPEC**  
HAY CHOPPER-SILO FILLER

# Milk Producer

ISSUED MONTHLY IN THE INTEREST OF THE DAIRY FARMER BY THE INTERNATIONAL MILK PRODUCERS ASSOCIATION, Inc.

West Chester, Pa., and Philadelphia, Pa., April, 1934

## Control Board Sets Prices

Schedules About Same as Under A. A. A.—Basic-Surplus Plan Included

Milk prices for Pennsylvania have been fixed. The control Board order was issued on March 25th and made effective April 2nd, setting prices to be paid producers and that may be charged consumers.

Philadelphia retail price schedules are practically the same as those made effective under the A. A. A. Marketing Agreement on August 25th. The f.o.b. price to producers on Class 1 milk is also the same as it has been since August 25th.

Maximum hauling charges are included which will serve to increase the producers' actual return. Certain other regulations are included which may also bring about larger return to the producer.

Producers as a whole have approved the order although objections have been heard from certain sources, especially about the 4.0% requirement for "A" milk at receiving stations.

Dealers are objecting strenuously to certain provisions, terming them confiscatory. If such is true many producers may lose their markets entirely unless the objectionable features are modified.

We are pleased that so many of the recommendations made to the board by executives of your association have been incorporated in this order. In our further discussion of it we have called your attention to further recommendations which were not included but which we feel sure would make it more universally satisfactory.

Certain parts of the order have been omitted, especially those which apply only to Western Pennsylvania. In printing this order, references to the Philadelphia area have been moved ahead of those referring to the state as a whole. The retail price schedules have been summarized briefly for your information.

1. Territorial Scope. Except as to provisions which are stated to apply solely to named areas or from which named areas are specifically excepted, this Official General Order shall apply everywhere within the State of Pennsylvania.

It shall also apply outside the State of Pennsylvania in all cases provided by Act 37, approved January 2, 1934.

2. Definitions. As used in this official order general the following meanings:

"Philadelphia Milk Marketing Area" shall comprise the city of Philadelphia and the surrounding municipalities and other areas within Pennsylvania which are within a radius of thirty-six (36) miles from City Hall, Philadelphia. It shall include all of Philadelphia County, all of Delaware County, and the following named townships in Chester, Montgomery and Bucks Counties:

(Names of townships omitted for brevity.)

Class 1 Milk—Includes any milk purchased, received, or handled by a milk dealer and so marketed as to be readily open to the supposition that it will find its ordinary utilization by human consumption as raw or pasteurized milk. It includes all milk leaving a milk plant or receiving station in fluid form in the absence of clear proof that such milk is so utilized as to fall into some other class.

Class 2 Milk—Includes any milk purchased, received, or handled by a milk dealer and so marketed in such forms as to be readily open to the supposition that it will find its ordinary utilization by human consumption as fluid cream, sweet or sour cream, ice cream, homogenized mixtures, milk chocolate, candies, and other confectioneries, soups sold in hermetically sealed cans, cream cheese, and other manufactured dairy products except those included in Class 3 and Class 4.

Class 3 Milk—Includes all milk that is actually manufactured into powdered whole milk or condensed or concentrated whole milk sold in hermetically sealed cans. However, milk may be purchased under this classification, regardless of the use to which it is put, on the condition that it be separated into fluid cream at the country plant or receiving station and the skimmed milk returned to the producer.

Class 4 Milk—Includes all milk that is actually manufactured into butter or that is actually manufactured into American Cheese.

The officers of your association went on record as favoring only three classes of milk, combining Classes 3 and 4.

Unless otherwise clearly indicated herein, all terms used in this Official General Order shall have the meanings ascribed to them in Act 37, approved January 2, 1934.

4. Minimum Prices to Producers for Milk to be Sold in Philadelphia Milk Marketing Area. The following shall be the minimum prices charged by or paid to producers for Grade B milk of 3.5% butterfat, sold to milk dealers to be resold in the Philadelphia Milk Marketing Area.

Class 1 Milk \$2.60 per hundred pounds, f. o. b. distributor's plant, under the following conditions:

- In the event that the producer does not deliver his milk directly to the distributing plant, the actual transportation charges may be deducted in an amount not to exceed 20c per hundredweight on direct shipments within a radius of 35 miles from the distributor's plant, and 25c per hundredweight for direct shipments from distances greater than 35 miles and not exceeding 50 miles, and 30c for any distances greater than 50 miles.
- In the event that the milk is not shipped direct to the distributor's plant, but delivered to receiving stations located at a distance greater

er than 50 miles from the Philadelphia terminal plant, a receiving station charge of \$.16 per hundredweight may be deducted in addition to the transportation charges.

Class 2 Milk—\$.170 per hundred pounds net f. o. b. distributor's plant under the following conditions:

- When a producer, or a group of producers, deliver their milk directly to the distributor's plant, they shall be paid in full the price set forth above.
- When the milk is transported from the producers' farm, from a point of general assembly, or from a country receiving plant to the distributor's plant, the actual cost of such transportation may be deducted from Class 2 Milk prices in an amount not to exceed twenty-three cents (\$.23) per hundredweight. All transportation costs in excess of twenty-three cents (\$.23) per hundredweight shall be borne entirely by the distributor.

Class 3 Milk—Three and one-half times the average price per pound of 92 score butter at wholesale in the New York Market as reported by the United States Department of Agriculture for the month during which the milk is purchased, plus 20% of this amount, and plus thirty cents (\$.30).

Class 4 Milk—Three and one-half times the average price per pound of 92 score butter at wholesale in the New York Market as reported by the United States Department of Agriculture for the month during which the milk is purchased, plus 20%.

The price of Class 3 and Class 4 Milk shall be net at the country receiving station, distributing plant, platform, other point of general assembly, or producer's farm, as the case may be. Where a country receiving station, or a distributing plant is maintained, producers shall deliver their Class 3 and Class 4 Milk to such station or plant at their own responsibility and cost. Where a milk dealer does not maintain a country receiving station, or a distributing plant, and does not call for the milk at the producers' farms, producers shall deliver their milk to platforms or other points of general assembly, at their own responsibility and cost.

The above prices shall be subject to a butterfat differential of two cents (\$.02) for each one-half of one-tenth per cent. added for milk testing over 3.5% butterfat content and deducted for milk testing under 3.5% butterfat content.

Utilization price of Class 1 Milk when purchased from producers as such, shall be paid for at Class 1 prices irrespective of its ultimate utilization.

Class 2, Class 3, or Class 4 Milk when purchased from producers under these respective classifications shall be paid for at each respective class

price regardless of their ultimate utilization with the exception that when any or all of the milk so purchased is ultimately utilized in a higher classification the producer shall be paid on the basis of the higher classification for which the milk was ultimately utilized.

3. Minimum Prices to Producers, except for Milk to be Sold in Philadelphia or Western Pennsylvania Milk Marketing Areas. The following shall be the minimum prices charged by or paid to producers for Grade B Milk of 3.5% butterfat, sold to milk dealers to be resold anywhere in Pennsylvania, except in the Philadelphia or in the Western Milk Marketing Areas:

Class 1 Milk—\$.233 per hundred pounds.

Class 2 Milk—\$.170 per hundred pounds.

Class 3 Milk—(same as for Philadelphia area).

Class 4 Milk—(same as for Philadelphia area).

(Butterfat differential same as for Philadelphia area.)

The above prices shall be net f. o. b. distributor's plants under the following conditions:

- When a producer, or a group of producers, deliver their milk directly to the distributor's plant, they shall be paid in full the price set forth above.
- When the milk is transported from the producers' farm, from a point of general assembly, or from a country receiving plant to the distributor's plant, the actual cost of such transportation may be deducted from Class 1 and Class 2 Milk prices in an amount not to exceed twenty-three cents (\$.23) per hundredweight. All transportation costs in excess of twenty-three cents (\$.23) per hundredweight shall be borne entirely by the distributor.
- The price of Class 3 and Class 4 Milk shall be net . . . (same as for Philadelphia area).

Utilization price of Class 1 Milk, when purchased from producers as such, shall be paid for at Class 1 prices irrespective of its ultimate utilization.

Class 2, Class 3 and Class 4 Milk . . . (same as for Philadelphia area).

5. (Omitted as it applies only to Western Pennsylvania.)

6. Requirements for and Minimum Prices to Producers for Grade A Milk to be Sold anywhere in Pennsylvania.

(A) Definition. Grade A Milk is milk which conforms in quality and is produced under the Rules and Regulations promulgated by the Department of Health of the Commonwealth of Pennsylvania in accordance with Section 4 of the Act 428, approved May 2, 1929.

Grade A Milk shall contain not less than 4% butterfat content as shown by

(Continued on page 10)



Dairymen!... *Shall we*  
Increase Consumption  
*or*  
Decrease Production?

A recent ruling of THE PENNSYLVANIA MILK CONTROL BOARD has made no provision for even the limited co-operative consumer education which the dairy industry has been conducting to increase the consumption of milk.

On the other hand, the New Jersey Milk Control Board has ruled that it "endorses well organized projects of this type."

There is a potential consumptive market for fifty per cent more dairy products than is now being produced. A committee of the American Public Health Association has stated:

*"Present information as to cost and value makes it clear that the entire community would save expense and serve the nutritional needs best if as much as one quart of whole milk were used as food for each member of the population daily." Yet the average consumption of milk in the country today is considerably less than one pint per person!*

The United States Department of Agriculture in a survey of milk consumption published in 1930 showed an increase of 11.6 per cent in the consumption of milk in the Philadelphia area during the period of the preceding five years.

*This increase was greater than that shown for other areas where no educational advertising had been conducted.*

**BUT**, THE JOB IS NOT HALF FINISHED  
THE PHILADELPHIA DAIRY COUNCIL

219 NORTH BROAD STREET, PHILADELPHIA, PA.

*There is no  
substitute  
for* **milk**

© P. I. D. C.

The Dairy Council educational campaign reached 685,681 individuals last year through avenues open to few other such agencies:

Public and Parochial Schools, Parent Teacher Associations, State Teachers' Colleges, University Classes, Health Center Clinics, Community Relief Agencies, Undernourished Classes in Schools, Women's Clubs, Settlements, Christian Associations, Camps, Insurance Companies, Industrial Unions, Lunch Rooms.

As an example of the benefits of educational advertising, the butter industry, by a nation-wide campaign conducted through the National Dairy Council during the last six months of 1933, disposed of fifty million pounds of surplus butter through increased sales.

Secretary Wallace has said:

*"No other group of farmers can match the faith, the imagination with which they (the dairymen) have advertised and capitalized the marvelous value of their products."*

Send a post-card for a copy of the illustrated report of the 1933 educational campaign.

THE main streets of early towns in the wild and woolly west were lined with imposing fronts. Two and three story buildings greeted the eye of the traveler in the street. But upon entering many of these stores all that could be discovered was a small room used as a store and a hallway leading to a tiny loft under the roof. The front was false. Such structures are gone, except movie sets, but the idea still persists. We would refrain from even flattering such a false front by recognizing it but we feel called upon to inform Inter-State members of the true facts. It appears to us that the Allied Dairy Farmers' Association has such a front and little else. We entertain this belief because the Allied, or its officers, lay claim to 3,000 members and until this claim is proven we are compelled to consider it as grossly exaggerated.

### How Many Members?

Our belief is further strengthened by the bold but empty claim as expressed in the public press that most of those 15,000 (?) members are dissatisfied members of the Inter-State Milk Producers' Association. If that organization had any such membership and had those members signed the "Allied" proxy for the Inter-State annual meeting (many of those who signed Allied membership applications, also signed double Allied proxies at the same time) we cannot conceive of any request for an injunction against the election of directors at the Inter-State annual meeting.

As to the structure of the Allied organization, we are inclined to ask, "Just who and what is the Allied?" In the March issue of the REVIEW we called your attention to the fact that the Allied organization and the chain store milk distributors apparently employ the same counsel and that a large part of the unsettled conditions of this market appears to emanate from that point. If we study the Allied claims and compare those claims with their actions, we are aroused to an even greater wonder as to who and what is the Allied.

That organization allegedly insists on democratic plans and procedures. Yet who elected its directors? How were they selected? What did milk producers have to say about picking them, either in nominating or electing? What sort

of procedure was followed in picking them? Are all its directors milk producers and do its officers and directors try conscientiously to comply with both state and Federal efforts to help agriculture. Has the Allied membership been kept informed of changes in directorships and in officers of that organization? What provisions are made for sectional, district, or general meetings of the entire membership? Have any such district or general meetings been held?

members are also Inter-State members, we feel that those of our readers who are said to belong to both organizations would have a right to full information on these points.

### Important Information

Obviously, the Allied officers have put themselves in a position where they should be glad to tell all their 15,000 (?) members ALL about the operation of their business. Wouldn't it put them "in

sistent with the avowed demand of Allied officers for a democratic organization which keeps its membership fully informed. To give the entire picture, the Milk Code Protest Committee, though not incorporated, might make a similar complete report as it is so closely linked to the Allied.

The question is also raised as to what sales policies the Allied organization contemplates. Its officers have found fault with the Inter-State and its sales policies and publicly condemned the Inter-State for them. Among these objections are that the Inter-State is "too close" to those dealers who cooperate to the extent of buying under the Inter-State plan. But the Inter-State has never employed the same counsel as those dealers, either individually or collectively, *while the Allied does employ, or until recently has employed Francis Biddle as counsel and he is also employed by the chain stores and the distributor who supplies those stores with milk.*

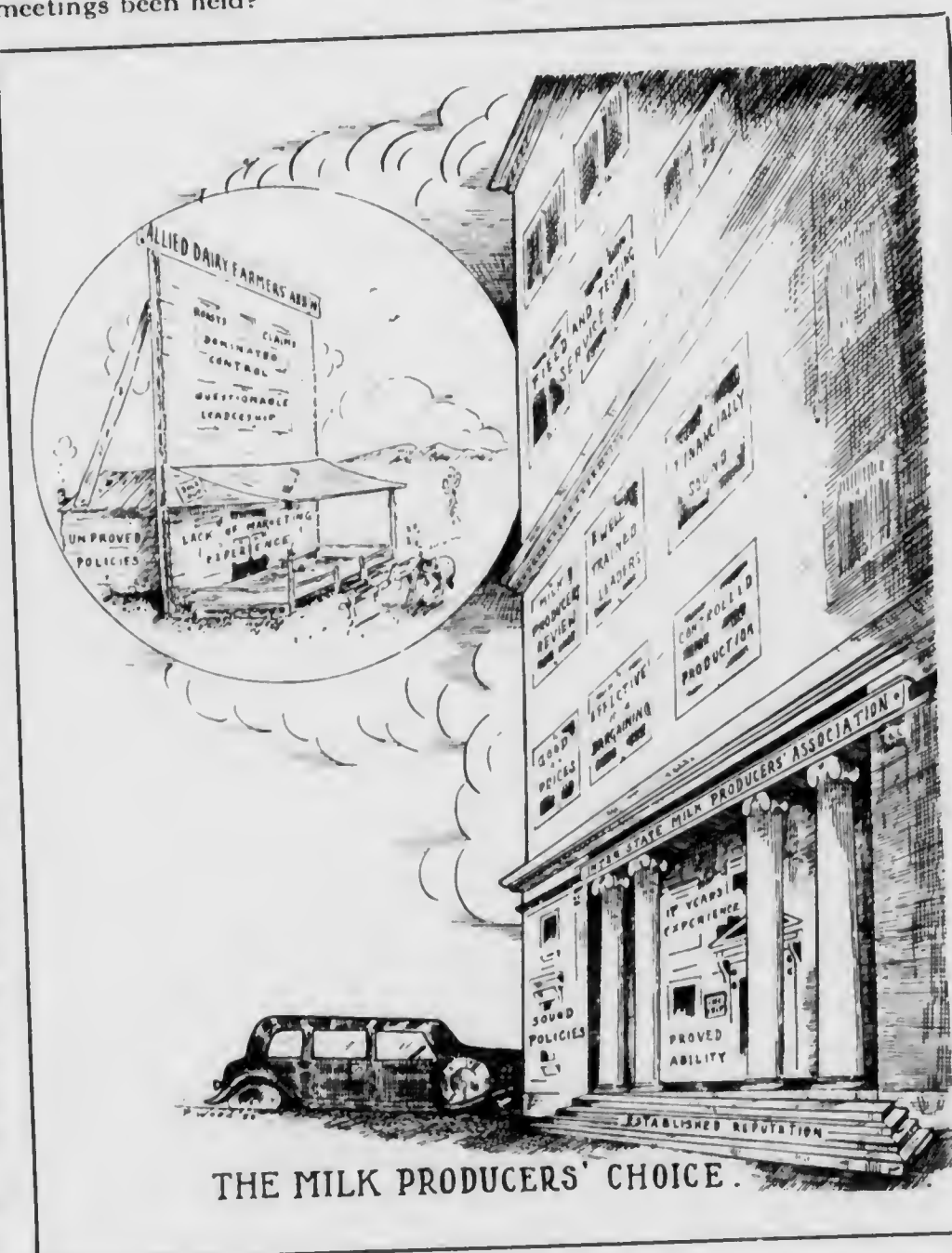
### An Objectionable Situation

We feel that it is humanly impossible for counsel to avoid using his knowledge of one in his work for the other, and since the farmers' organization and the distributor are seller and buyer, many of their interests will, or should be, opposed. This is especially true if the seller is a "true" cooperative but may not apply if it is a "company cooperative" such as the Allied appears to be. We feel strongly that joint counsel should not be tolerated. It is open to grave objections.

One other point needs clarification. That point concerns the production control plan advocated by the Allied, if any. Such control is absolutely essential under present price situations where milk destined for fluid consumption commands such a premium over milk that must be made into butter or cheese. Has anything satisfactory been devised to replace the basic-surplus plan to insure steady production? We haven't heard of it and apparently neither has Mr. Wallace nor Mr. Davis. (See page 13 for more complete discussion.)

Any crusading campaign must have a personality and an issue to be shot at if the campaign is to be successful. The Allied selected Mr. Allebach as the personality and the Basic-Surplus Plan as the issue. They fired at those targets

(Continued on page 10)



Frankly, we do not know the answers to the foregoing questions. We were surprised that inquiry among milk producers revealed that little was known by them of the "inner workings" of the Allied organization. Such a situation is terribly inconsistent with repeated criticisms of the Inter-State by Allied officers and spokesmen.

## Our Belief Strengthened

*It further strengthens our belief that the Allied organization is mostly a front, or a shell.*

Inquiries have been frequent as to the finances of the Allied organization. We know nothing of such affairs and as a corporation they are none of our business. But since the Allied claims that most of its

solid" with their members to release as public information a complete audit made by disinterested certified public accountants, covering a record of paid-up memberships and of applications for membership, receipts from dues and fees, sources and amounts of any gifts and any other income, salaries and expense accounts of all officers, legal fees, printing and stationery, advertising, and such other pertinent information as would give the members and prospective members a true picture of the affairs of the association.

Such an audit should be easy to prepare for an organization conceived less than eight months ago. Furthermore, such an audit would be con-



## INTER-STATE MILK PRODUCERS REVIEW

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### Come Up and See Us

Many Inter-State members who have visited our offices recently were astonished at the work being done for their benefit. To those unacquainted with the many records being kept it is a real revelation.

We want all members to know what we are doing—so make our offices on the tenth floor at 219 North Broad Street your headquarters while in the city. We will be glad to show you the kind of records we keep, how they are kept and to tell you about the value of these records.

It is because of the wealth of information in these records that your association executives can appear before Federal officials, state milk control boards, legislatures, etc., and give them reliable information which can be used in formulating sound plans. The fact that the Inter-State has kept the Philadelphia market one of the best in the country is proof of the value of our records.

Come in and get better acquainted with us when you are in the city.

### A Clean Bill of Health

A letter came to the Inter-State Milk Producers' Association some time ago which aroused our suspicions. Developments of the last several weeks have all but confirmed those suspicions. The letter was from the Federal Trade Commission and it stated simply that it found no reason to investigate the work and activity of the Inter-State Milk Producers' Association and it therefore considered the file closed. In other words, the Inter-State was given a clean bill of health by the Federal Trade Commission and what apparently was intended for a campaign of adverse publicity proved instead to be a flop.

We never were able to learn positively who made such a request—but we did know who

would be capable of it. Only one or two groups of Inter-State enemies would consider using such a means to harass your organization. One of those groups has used a bagful of legal twists, turns, and tricks but now most REVIEW readers are so well informed on such things that they will have no more of such influence.

### Do You Want It?

Readers, would you like to have the "Review" conduct a letter department? We will do it starting next month if you show you want such a department by sending in letters on problems confronting our milk market and our milk producers.

Letters to be usable must be brief, preferably under 200 words and must be signed. They must be concise and to the point and they must deal with issues and policies. Letters will be given preference which are matched by other letters giving the other side of issues discussed.

The right must be reserved to reject any letters which are abusive, which do not refer to dairy matters, or which advance unworkable or impractical suggestions. All letters received will be acknowledged and as many will be printed as space will permit. We want our readers to understand that views which may be expressed in letters do not necessarily coincide with our own views.

### Farm Census Reports

The Bureau of the Census of the United States Department of Commerce has available census reports for every state in the union. There are three reports for each state, one giving certain information by townships and the other two giving detailed information about various crops and livestock, their amount, number, production and value, by counties. The complete set for Pennsylvania costs 30 cents; New Jersey, 20 cents; New York, Maryland, and West Virginia, 25 cents; Delaware, 15 cents; checks or money orders may be used in ordering but stamps will not be accepted.

### The Trucking Code

The trucking code under NRA has been placed in effect after many modifications that are favorable to occasional haulers which would include most farmers. A report from the National Cooperative Milk Producers' Federation states, "... those associations, whose members' milk is hauled by private contractors, should not allow such contractors to increase the trucking rates on the theory

that an increase in trucking rates is required by the provisions of the trucking code. The trucking code will undoubtedly increase the operating expense of some haulers. However, before any increase is agreed to... they should require the haulers to prove to them that the increase in their operating cost is such that an increase in trucking rates would be justified."

### State College Plans Farmers' Field Day

Plans for the annual Farmers' Field Day at the Pennsylvania State College, June 14, are being made by a committee of 14 members of the agricultural staff, headed by T. I. Mairs, director of correspondence courses in agriculture and home economics.

Demonstrations, talks, field trips, and tours of experiments will comprise the program for the field day.

### Fear Poor Seed Corn Prospects This Year

Pennsylvania farmers are facing a serious seed corn situation, preliminary tests indicate. Condition of seed corn probably is a result of the extremely cold weather in November, Professor E. J. Walter believes. Corn then contained excessive moisture and the severe freezing undoubtedly caused the injury.

Because of the early freeze and the subnormal cold during the past month, farmers can be sure of the condition of their seed corn only by careful testing, Professor Walter explains. To be absolutely safe farmers should test all corn intended for seed purposes, whether left in the crib or dried early and then stored. In this respect last winter differed sharply from the several previous winters.

### Pasture Is a Crop

Pastures are getting more attention than ever before, according to E. J. Perry, extension dairyman of Rutgers University. High taxes and lower milk prices have forced milk producers to give pastures their rightful attention.

Careful pasture planning can produce enough roughage for the entire season under normal conditions. But to do this, fertilizer is needed on most pastures, reseeded on many and a certain amount of care must be given every pasture. In addition the permanent pasture must usually be supplemented with a midsummer pasture crop that fits into the rotation. Sweet clover, sudan grass, rye and oats are most common for this purpose.

The use of pasture for more of the summer's feed is also considered a means of reducing feed costs as it requires no labor or expense of harvesting. Mr. Perry believes that instead of being the most abused and hardest used crop the pasture should be given as much attention as any other crop on the farm.

### Sincere Flattery

Did you get one of those postal cards in which the Inter-State Milk Producers' Association was flattered so sincerely? We refer to the cards signed by the Allied Dairy Farmers' Association in which they said "It is in the Open Now." It was a feeble comeback to the feature article in the March "Review." It is wisely said that "imitation is the sincerest flattery," and how they did try to imitate us.

### Did This Advertising Pay

An interesting advertisement which appeared in a weekly newspaper in a town near Philadelphia showed how a certain type of human mind works. The ad was four columns wide and ten inches deep and was an attempt at justifying the existence of the Allied Dairy Farmers' Association.

The first paragraph was a simple statement of fact in which the MILK PRODUCERS' REVIEW was quoted. Then followed six paragraphs of high sounding words and phrases which did nothing more than to discredit the work of the legal counsel of their own Allied organization. Then came four paragraphs of high sounding but empty talk about what the Allied was, is, and expects to be.

Next was an important statement in which the Allied said "There can be no middle ground between the Allied Dairy Farmers' Association and the Inter-State Milk Producers' Association." Ponder that one. Reminds us of the school kid who wouldn't play unless everybody else played his way.

This was followed by a fervent appeal to join the Allied and to "Send your application and dues - - - ." Enough said.

If a man can be proud of his past, he need not worry a lot about the present and the future.

### Inter-State Milk Producers' Association

Incorporated  
Flint Building, 219 N. Broad St., Philadelphia, Pa.

Representing over 22,000 Dairy Farmers in the Philadelphia Milk Shed

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F. M. Twining, Treasurer

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R. I. Tussey, A. R. Marvel  
E. H. Donovan, Wm. Mendenhall  
A. B. Waddington

April, 1934

## MILK PRODUCERS REVIEW

April, 1934

## MILK PRODUCERS REVIEW

## LATEST MARKET PRICES

The prices quoted below are for March, 1934, and represent those to be paid by buyers of milk for month. The first 81% of established basic quantity will be paid for at Class I or cream price. The next 17% of established basic quantity will be paid for at Class II or surplus price. Milk in excess of the basic quantity and cream amounts will be paid for at terminal market prices.

INTER-STATE MILK PRODUCERS' ASSOCIATION PRICES  
Subject to change whenever warranted by market conditions, and subject to the approval of the Dairy of Agriculture of the United States. All milk will be purchased on basis and surplus plan. From the prices quoted, a deduction of 10¢ per cwt. for handling charges at terminal markets, has been made.

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## Dairy Control Plan Unpopular

### Producers in This Area Want No Processing Tax

"MR. Secretary, we have already reduced our milk production and therefore we feel that it would be a rank injustice to ask us to reduce it still more and to make us pay for the privilege. This is especially true since other parts of the country have been boosting their production right along."

In brief, that was the sum total of the findings at a two-day conference held by the A. A. A. in Philadelphia on April 2nd and 3rd, to find out what milk producers in West Virginia, Virginia, Maryland, Delaware, Pennsylvania and New Jersey thought of the dairy production control proposal as outlined briefly elsewhere on this page.

#### Help Is Needed

Need for help for the dairy industry was admitted by everyone, and all agreed also that levying the proposed processing tax was the wrong way to accomplish such help. Alternative proposals were many. The request for zoning the country were frequent. Requests were made for outright appropriations for disease control and to buy milk for needy children. It was contended that these were public health measures that the entire country should bear equally.

Consumers were heard. They were certain that the processing tax would be paid by the consumer and would compel the poor to reduce milk purchases. Contrasted to this the producers and their representatives were equally certain that the producers would have to stand the tax. The Inter-State statement expressed the opinion that the producer would certainly stand that part of the tax levied against fluid milk.

Is it possible that both are right and both producer and consumer would pay the tax, a double tax? Or would the successful operation of the plan raise the farmers' buying power so much that he could buy more goods, thereby putting more money into city consumers' pockets and make both producer and consumer profit so that neither really would be taxed? That, of course, is the ultimate object of the entire program and of all agricultural and industrial recovery programs.

#### Wallace Speaks Here

The Philadelphia conference was favored by the appearance of Secretary of Agriculture, Henry A. Wallace, who spoke over a nationwide radio hookup from the meet-

ing. Many of his remarks were most pertinent and to the point. He stressed the need for a prosperous agriculture, if the nation is to prosper, and of the need for dairy prices moving up with all prices. He brought out the difference between dairy markets and markets for products with normal exportable surpluses. He pointed out the eventual scarcity which will result from continued ruinous prices. He stressed the difference between adjusting industrial output to demand and doing the same for agriculture. Reducing milk distribution costs, he said, would be a slow and long process and to

000 cows of producing age, the largest number on record. What would happen if feed were abundant and cheap? Our first guess is that the midwest which produces the feed would turn it into dairy products and use the reserve production capacity of its cows to do it. Such a condition would widen the gap between the price of fluid milk and milk for manufacture. The need is intense for production control in dairy manufacturing sections. Cannot a system be developed to be effective in those regions as the basic surplus or Philadelphia selling plan is effective in most large fluid milk markets?

#### Features of Dairy Adjustment Proposal

**The Goal** will be a 15 to 20 percent reduction in sales.

**Allotments by State Quotas** will be based on sales in 1931, 1932 and 1933 with adjustments for unusual regional conditions. Individual producers bases will be allotted on records of 1932 and 1933 production.

**Reduction** is to be secured through benefit payments according to individual contracts.

**Method of Reduction** would be determined by each individual producer and any producer who can establish a base quantity is eligible for benefits.

**Payments** would be in installments with a substantial advance payment upon certification of contract.

**A Processing Tax** up to five cents per pound of butterfat would be levied on all sales, to be paid at processing or bottling point.

**A Compensating Tax** would be levied on oleomargarine equal pound for pound to the processing tax on butterfat.

**Contracts** are to be offered producers and allotments made through county associations.

**A Fund of \$250,000** would be allocated for educational work among producers as to most efficient methods of reduction.

**Tuberculosis Eradication** work would be allocated \$5,000,000 of the fund to be used in joint Federal-State campaigns.

**Moving Cows to Cowless Farms**, especially in the south, would be included in the control plan.

**Milk for Needy Children** would be financed through an allocation of \$5,000,000 of the fund.

take away all of the distributors' profits would only make a slight increase in producers' prices while creating worse dangers. The old and the new milk marketing agreements and licenses were discussed briefly.

#### Praises Co-op's

Mr. Wallace paid special tribute to those cooperatives which have smoothed out seasonal fluctuations and which have achieved orderly marketing, crediting them with saving many of our large fluid milk markets from chaos. He made special mention of the basic-surplus plan in this connection. As for cooperatives, he said, "I should like to see cooperative effort grow throughout the dairy industry."

The dairy industry has 26,000,-

But we feel that with a surplus of less than 2 percent in the supply and output of dairy products, markets can be found for them, markets that need these products. Advertising and promotional work will do it as such methods have moved excesses in the past. How this could be accomplished is told in the latter part of the following statement presented at the A. A. A. conference by Frederick Shangle, Vice-President of your association. The first part of the statement outlines certain vital objections to the proposed plan, especially the processing tax which might reach 5 cents per pound of butterfat.

#### Your Association's Stand

The Inter-State Milk Producers' Association, speaking through its

officers, feels that production control under the proposed plan is a matter for each milk producer to decide upon for himself. Conditions on different farms vary so markedly that individual choice is essential.

We do say that production control has been in effect—and has been effective—on this market for about thirteen years. During the first part of that period it was a matter of smoothing out seasonal fluctuations. During the last four years it has been actually curtailing production, at a time when the country as a whole was increasing its dairy output. This was accomplished through the successful operation of the Philadelphia Selling Plan.

If the proposed Federal production control plan is put into effect we raise the question as to what will happen to the relative position of our producers who have controlled production while other parts of the country were increasing production. You men of the A. A. A. know that production records on about 20,000 producers are on file at the offices of the Inter-State Milk Producers' Association, within two blocks of this room, and you and we know that those records show production control. The sales figures of those producers are on the records. We feel that there are many thousands of other producers in the manufacturing sections with no production or sales records on file and whose records would, at best, be an estimate—perhaps optimistic. Because of this reduction in production while an increase was being experienced in other sections, we suggest and urge you, if the proposed plan should be adopted, to seriously consider the advisability of adding a percentage to the sales records of those who have been selling on the Philadelphia Selling Plan for the past two years, this percentage to be enough to put these producers on an equitable basis with those who have deliberately increased production. Perhaps this increase should be as high as, or higher than fifteen percent.

*In the face of these facts we raise the question as to whether it would not work an injustice on those producers in this area who have conscientiously held down and actually reduced production, to ask them to reduce their production still further under penalty of being assessed a processing tax to help pay for others to reduce. It is true that the proposed plan calls for benefit payments and if each producer should get his share he will then be doing no more nor less than swapping dollars. But we doubt that he can get full benefit of any rise in price when he produces for a fluid milk market because such markets are less sensitive and flexible to slight price changes and it appears unwise to make any increase in retail milk prices in this area at this time or until the ability to pay more is apparent on the part of the consumers. For these reasons we believe that a processing tax on milk or*

(Continued on page 7)

## Dairy Co-op's Demand Action

A NATION-wide meeting of dairy cooperatives was held in Washington on March 22-23 to discuss problems confronting the industry and solutions to these problems.

Fifty organizations were represented by the 131 executives attending. Thirty states were represented directly while dairymen from 44 states were served by the organizations present.

A resolution was presented to a body of Senators and members of the House calling upon them to support a surplus control plan for all agriculture, the plan being explained by John Brandt, President of Land 'O Lakes Creameries. The plan calls for centralized control of all surplus of major basic agricultural commodities so as to protect the price structure of all agricultural commodities and would be financed by a revolving fund to be replenished by an equalization fee.

First step in the plan is withdrawing land from cultivation by returning to the public domain the least productive agricultural land.

Next would be the establishment of a surplus control board which would handle the amounts of each basic commodity above the season's market needs, disposing of that surplus to foreign markets, through Federal relief agencies, or through new developments. The normal needs of the nation would be handled through present established channels which would also be free to export such amounts as they could.

The meeting also demanded immediate reinstatement of the original marketing agreements which were cancelled by Secretary Wallace where the local industry requests it. They also asked for laws to provide more strict enforcement of all agreements and to develop and strengthen co-operative marketing associations.

A new deal was demanded for cooperatives under the A. A. A., together with the establishment of policies in line with published statements of President Roosevelt and the declared policy of Congress as expressed in several acts of that body. To support this demand they quoted President Roosevelt as follows: "The plan (for agriculture) must operate as nearly as possible on a cooperative basis and its effect must be to enhance and strengthen the cooperative movement."

The meeting endorsed the proposed Congressional action to eliminate diseased beef and dairy cattle and to furnish milk cows to farm families now without such cows. The A. A. A. dairy control plan was criticized as too drastic in that a 15 percent reduction was planned and a surplus of only one to two percent exists.

The Revenue Act amendment to provide a 5 cent per pound tax on certain oils that compete with domestic oils and fats was endorsed. The growing tendency of placing complete and bureaucratic control of agriculture, industry and finance in Federal hands was deplored and condemned.

Roy M. Pike, president of the Cooperative Dairymen's League of Oakland, California, delivered one of the most forceful talks at the

meeting in which he condemned Secretary Wallace for failure to enforce the original milk marketing agreements. He charged that Secretary Wallace disregarded the counsel, opinions and experiences of men who have been engaged in marketing and distributing milk for many years, and that instead he listened to certain economists who have no record of successful performances.

Mr. Pike called attention to the A. A. A. statement that the original milk marketing agreements would not work and added that he never could find out from anyone in the A. A. A., or outside of it, who it was that said those agreements would not work. He charged that certain men in the A. A. A. would not permit those agreements to work and that they had never made anything work.

**The officers of and attorneys for your organization are making every effort to hold the postponed annual meeting of the Inter-State Milk Producers' Association as soon as arrangements can be made. It is impossible at this time to make any accurate statement as to when this may be. The court is now awaiting the results of the audit of the stock ledger. This audit has been completed and the report is in the hands of A. A. A. officials at this time. Every member will get due notice of the date of the postponed meeting when set.**

The Tariff on Dairy Products is the title of a 170 page book recently published by the Tariff Research Committee, Madison, Wisconsin. The book compiles and discusses the results of research on every phase of United States tariffs as they affect dairy products. It discusses benefits from such tariffs and conditions under which these tariffs are effective and when they will not be effective. It is written by Ronald B. Renne and contains a foreword by John R. Commons, B. H. Hibbard, and W. A. Morton, professors of economics at the University of Wisconsin. The price of the book is 50 cents.

#### Facts On Lеспедеза

Lеспедеза is getting a lot of attention recently. Both the New Jersey and Pennsylvania Experiment Stations warn against some claims made for it, stating that it does have a definite limited place in the southern parts of those states. Where alfalfa and clover will produce good yields those crops will far outyield lеспедеза but this new crop will usually thrive better on poor soils or acid soils.

Its range of usefulness is confined

to those areas in which it will produce seed, thus reseeding itself, and it is more adaptable to pasture than for hay purposes. Korean is the only suitable variety yet available but the newer early maturing Harbin variety may have a place when seed becomes available. It is reported as having a smaller growth. Both these varieties are annuals.

## Dairy Control Plan Unpopular

(Continued from page 6)

butterfat will be passed back to the producers in this area without their getting an equal return.

We do have a plan, however, which we respectfully submit to you, Mr. Chairman, and to the Honorable Secretary and the officials of the A. A. A. This plan also calls for a processing tax—but a very small one—of one-quarter of one cent per pound of butterfat or one cent per hundred pounds of milk, the proceeds of this tax to be turned over to a private corporation, either organized and operated under Federal supervision with all actions subject to approval by the Secretary or to some organization already established which would also be under Federal supervision as long as it handled such funds. This organization would use all funds collected, about ten million dollars a year at the rate mentioned, in an intense nation-wide campaign to promote the use of all dairy products. Divisions could be established in this organization to handle the promotion of fluid milk and cream and of each manufactured product in proportion to the volume of milk used by each.

#### Use the Surplus

*This plan would actually use up the surplus by making the consumers—on dairy farms and other farms and in every walk of urban life—want more milk. Every milk producer would be benefitted.*

The producer in our own market should get the very small processing tax returned to him many times over even if he absorbs it himself without any increase in retail price of fluid milk because the demand would take milk out of his low price surplus and move it up into his relatively good Class I price.

*There would be no swapping dollars and no reduction in production because the demand would be stimulated so as to take care of our present very small surplus and use some of our at present unused production capacity. It would make our consumers who do not now know the real food value of milk give milk and other dairy products a bigger share of the place they need in the family's food supply. The success of the campaign of last winter to move unusually large stocks of butter and cheese furnishes proof of the efficacy of such promotional methods.*

We would even go so far as to urge that this amount be doubled by levying a similar charge against all processors of milk and milk products. They can well afford such an assessment in the face of the increased volume which such a campaign would stimulate.

## Free Hay Chopping Book

"A Better Way to Put Up Hay" is the title of a new booklet which fully illustrates and describes a method of chopping hay. The booklet includes reports from a survey of 200 practical farms and 16 experiment stations located in 37 states. For a free copy write to the Papee Machine Company, Shortsville, N. Y.

Such a plan would raise sufficient funds so that the dairy industry can go into the public press of the entire country with a nation-wide advertising campaign to make the public fully conscious of the unparalleled nutritive value of all dairy products. There never has been adequate consumption of dairy products, even in our most prosperous times. This plan, gentlemen, would help correct this situation of under-consumption of dairy products which exists to the detriment of the health of many citizens of the nation.

#### Proposal Within Law

The argument will likely be raised that if every basic agricultural commodity should do this we would be checkmated, also that the government would be showing the dairy industry special favors. As for the first, we are confident that dairy products need have nothing to fear in such a competition, we have everything to gain by telling the consumer all the food facts. Answering the second objection the Agriculture Adjustment Act in subdivision B of section 12 specifically empowers the Secretary of Agriculture to use funds appropriated or to be derived from a processing tax for expansion of markets or removal of surpluses. This would do both.

As for the hog raiser, cotton grower, etc., asking the Secretary for the same privilege, it is their right if they will use their own money to promote their own product as we propose that the dairy industry should do.

"This proposal was well received. It was constructive and one of self-help. The press commented on it at length and many leaders attending the conference approved of it. It was, in fact, along the line of one statement made by Mr. Wallace in which he said, "given the money and perhaps the education in diet and appetite the American people could possibly consume 50 percent more milk than they are consuming."

#### In the May Review

We will carry the results of a survey of production records of several thousand milk producers shipping to the Philadelphia market. This article will summarize and compare the basics of these producers as calculated according to the Inter-State and the A. A. A. method as contrasted to the 1932-1933 average ordered by the Pennsylvania Control Board.



# Home and Community

Elizabeth McG. Graham, Editor

## Returning Travellers

The birds are back! Many of them have wintered far to the south of us. That flash of wings is from the Scarlet-Tanager returning from his journey of over five thousand miles down into South America. The Red-eyed Vireo has come over six thousand miles to build its ingenious hanging nest in your hickory tree. The Kingfisher with his loud watchman's rattle of alarm has returned from his winter home seven thousand miles below the United States!



(Courtesy "Nature Magazine")

But who would speak of birds without mentioning that harbinger of spring, the robin, who reassures us of warmer skies before the first green leaf appears? Or the modest-colored cheery little song-sparrow, occasionally braving the winter with us; not much for looks certainly, but perhaps our most versatile singer. Listen to his varied song the next time you find him sitting in the hedge-row.

And "for luck of intimate acquaintance with the music of a particular bird we think he sings just like the next one—why! do all roosters have the same crow? No, any farmer knows better than that. And does the youthful rooster sing as well as the old one? Never. Every bird sings his own song; no two sing exactly alike!"

## Folks Who Hunt Facts

An Institute of Rural Economics for the discussion of current issues and experiments was recently conducted by Rutgers University in cooperation with the American Association for Adult Education. Over one hundred farmers, about five per county in New Jersey, attended round tables held at the University in New Brunswick every Monday for a period of eight weeks.

There were no academic requirements for admission to the Institute. Adults of a wide variety of educational and agricultural experience participated. Students were for the most part selected by the directors of the Institute from numerous nominations, and were then asked to enroll.

Those participating were mainly dairymen, poultrymen, fruit and vegetable growers. In addition to farmers, a small number of county agricultural agents and editors of country weeklies were members.

The general themes for discussion were price fixing and price control, control of farm production, money and its relation to prices, debts and credit, taxation, the reorganization of local government, part time farming movements, international relations and agriculture. There were also special sessions on racketeering in the food industry and the consumer's interest in the recovery program. Each theme was discussed by more than one lecturer, and in some cases widely divergent points of view were presented by speakers. Every presentation was followed by discussion in the form of questions or comments from the floor.

Twenty-two lecturers participated including John D. Black, Harvard University; O. E. Baker, United States Department of Agriculture; A. W. Manchester, Connecticut State College; Eugene E. Agger, Rutgers University; E. W. Kemmerer, Princeton University; Harley Lutz, Princeton University; Carl C. Taylor, United States Department of the Interior; T. B. Manny, United States Department of Agriculture; Asher Hobson, University of Wisconsin; F. J. Schlink, Consumers

Research; and William Fellowes Morgan, Jr., Department of Markets of the City of New York. The idea of the Institute was worked out by James E. Russell, dean emeritus of Teachers College, Columbia University, who is chairman of the executive board of the American Association for Adult Education and a member of both the New Jersey Board of Health and the Milk Control Board. Henry A. Wallace, Secretary of Agriculture, endorsed the plan.

In addition to the intensive round tables at Rutgers University, a series of forums was held evenings in different sections of the state.

Farmers of the nation received a cash income of \$413,000,000 in February, 1934, as compared to \$254,000,000 in February, 1933. Of this amount all was from farm products except \$28,000,000 rental and benefit payments from the A. A. A.

## Your Shopping Service

LOUISE E. DROTTLEFF

"The flowers that bloom in the spring"—and the flowers that bloom in the summer are a beauty to behold. Therefore, with these lovely gifts of Nature around us on every side it behooves us to study them a little more carefully and become more familiar with their names and growing habits. The purchase of a 10c "Wild Flower Guide" containing 64 beautifully colored illustrations is an excellent first step toward a wider knowledge of flowers.

(Note:—Orders for this Flower Guide will be gladly forwarded. Address: Home and Community Department, Milk Producers' Review, 219 North Broad St., Philadelphia, Pa.)

## America Must Choose\*

Secretary HENRY A. WALLACE

Enormously difficult adjustments confront us. There are at least three paths: internationalism, nationalism and a planned middle course.

There can be no final answer to our present difficulties; there can hardly be even a satisfactory tentative answer until we decide which way we want to go. That question should be debated throughout America, and on the highest possible plane. It should be debated in Congress, in public forums, in city and in country schoolhouse meetings in every state. This time, our course must not be decided behind closed doors, either in Washington or on Wall Street. The people must be let in on the problem. This time, let us open the doors and debate our future course throughout the length and breadth of the land.

Whether we are prepared at this time to engage in a genuinely scientific nationwide discussion of the tariff, as it affects agriculture and other elements in a long-time plan for the whole nation, I have little means of knowing; but I suspect that the desperation of the situation has done a great deal to make realists of us all. And I have faith that we can arouse from the ranks of our democracy, in city and country alike, a leadership that will address itself to fundamentals, and not simply blow off in the empty and prejudiced emotional bombast which has characterized such discussions in the past.

At the opening of the World War, our farm production changed to be pretty well in hand. There was no glaring disparity between the prices that farmers received for their crops and the prices they paid for things they had to buy. It is that condition of balance, or parity, between our major producing groups, attained more or less by chance in the years 1909-1914, which the Agricultural Adjustment Act is designed to restore.

The war rushed us out headlong to world markets. Fifty million acres of Europe, not counting Russia, were out of cultivation. Food prices rose. Throughout the country, food was broken. Before the surge was over, we had put to the plow a vast new era. To replace the 50 million lost acres of Europe, America had added 40 million acres to its tilled domain and thrown its whole farm plant into high gear.

When the war ended, Europe no longer needed those extra 40 million hard-tilled acres of ours, or for only a little longer, at best. We did not realize it at the time or for some years thereafter; some of us for a while from the realization even now; but at least 40 million acres of land, scattered all over the country, became surplus acreage very rapidly. We went on producing for the world market just as if that market were still there. Worse than that, instead of putting fewer acres we actually put more acres into crops for export.

Using government money derived from processing taxes, we have asked the voluntary cooperation of the American farmer in making emergency adjustments to present world conditions. Thus we are sparing with the situation until the American people are ready to face facts. The bare, distasteful facts, I mean, on such matters of policy as exports, imports, tariffs, international currency exchange, export quotas, import quotas and international debts.

American agriculture has not benefitted by tariffs, except spottily and for short periods of time. Despite that fact, both Republican and Democratic representatives of our agricultural regions have done their best to put up agricultural tariffs every time industrial tariffs were put up. Cotton, wheat and land obviously can never benefit from a tariff as long as we export half our cotton, one-fifth of our wheat, and one-third of our land. Such products as butter, beef cattle, wool and flaxseed may be helped by the tariff for a number of years but, as the cotton, wheat and hog men shift their attention to the protected products, it is rapidly discovered that the tariff benefits, even on these products of which we do not have any exportable surplus, is a temporary thing.

The national path remains wide open to us. We can travel it if we want to. We can get along completely on sugar, and no longer we think "just milk" but a gigantic industry clamoring for its place in the economic world.

The popularity of milk, whether from goats, camels or cows goes back to at least 4000 B.C., for archeologists have unearthed a milk scene on the facade of the temple of Ur and wise King Solomon recommended the use of milk to his people.

But science and its application is busy; Pasteur and pasteurization; Babcock and the butterfat test, and no longer we think "just milk" but comparatively speaking new business. It is only about thirty years since fully three-fourths of all the butter was being made on farms; the creameries of that day making less than a third, which meant a butter with as many flaws as there were makers. Today every market demands the cream-made butter of standard quality and keeping powers, not dreamed of in former days.

Again scientific research has been busy and nutrition specialists have shown that there is no substitute for dairy products in our national diet. Dr. E. V. McCollum

"The people—Who have achieved—Who have become large, strong, vigorous people—Who have reduced their infant mortality—Who have the best trades in the world—Who have an appreciation of art, literature, and music—Who are progressive in science and in every activity of the human intellect are the people who have used liberal amounts of milk and its products."

Hence it is imperative that we build a safe and productive dairy business for national prosperity.

That it has become a gigantic industry is proven by the fact that dairying comprises the largest single branch of agriculture. That on 70% of the farms of the United States will be found one or more milk cows turning the products of the soil into milk and cream for use or sale. We boast of 25,000,000 dairy cows in the nation and to these may be credited one-fourth of the total income received from all farm products. This has been the steady income, coming throughout the year that has made it possible for the farmer to meet his bills week by week.

To aid this industry to get best results, the Federal Bureau of

## "Favorite Recipes From Our Readers"

### Angel Fruit Salad

1 lb. can sliced pineapple  
1 can white cherries  
1 pt. whipping cream  
1/4 lb. marshmallows  
1/4 c. almonds or nuts  
meats

Boil dressing and when cold mix with other ingredients. Drain fruit, whip cream, mix all together twenty-four hours before serving. Keep on ice.

MRS. EDEN M. CROWL  
Oxford, Penna.

## Just Milk

HANNAH McK. LYONS, M.D.

We have always thought of milk as a little white stream starting out yonder on the farm, good for desserts and over apple dumplings. But today it is no

Dairy Industry has many scientists working and with three special aims in view:—

- 1 Greater efficiency and economy in production of milk, and its many products.
- 2 Improvement in the quality of milk and cream on the farm and of dairy products at the factory.
- 3 A wider utilization of dairy by-products.

The unit of production is the cow. In our efforts to make a perfect milk-machine there are many economic essentials to be remembered. The high producing cow is the most profitable. When butterfat is selling for thirty cents a pound, a cow producing 100 pounds of butterfat is not paying her feed bill. Should she produce 150 pounds of butterfat she will pay her feed bill and eight dollars besides. The average dairy cow today is producing about 180 pounds of butterfat.

There is no producer in this milk shed but understands the second aim—"improvement in quality", and yet it was thirty years after the discovery by Pasteur before pasteurization was applied to milk, and then in a secretive way. Again science showed the way and from the health authorities came the demand for all milk to be pasteurized, thus eliminating many trials of physicians during hot weather in their practice among babies. The elimination of flavors and odors gives the definition that "to be of highest quality milk must be clean and sweet, pleasing in flavor and free from abnormal odors and undesirable bacteria", and are told if we would apply our scientific knowledge here it would add 15 to 20 million dollars to the farm income.

The story of the third aim, that of "a wider utilization of by-products" reads like magic. During the World War there was a need for water-proof glue to be used in airplane construction. Casein of a high degree of purity was needed and the need was met not only for use with airplanes but in boat and oar making; casein for making paint. It is of interest that all paint used at the Century of Progress in Chicago, had milk as the foundation.

But do you know that the pretty blue bracelet and beads of your guest are made of milk; that the row of buttons on the new gown is milk as well as the much admired buckle? That your pretty mottled fountain pen could not be yours at the reasonable price you paid were it not made of milk?

May I again remind you of the message from that great man Pasteur when he said, "What really carries us forward are a few scientific discoveries and their application."

"If democracy is to mean more than the counting of noses or the victory in a conflict of ignorant clamors, darkness and noises of night, it must mean a society which thinks and reads and discusses, and whose balance of judgment, rather than blind loyalty, directs its ends."

HAROLD L. ICKES.



## A Famous Furniture Factory

In the White House down in Washington, are some beautiful pieces of hand-made furniture which travelled there with President and Mrs. Roosevelt last March. There is an interesting story back of that furniture.

For it seems that eight years ago Mr. and Mrs. Roosevelt and several friends were picnicking by the side of a stream when they fell to discussing some of the rural problems as they knew them around their own home in New York State at Hyde Park.

At that time one of the serious problems was the extent to which boys were leaving the country-side as to whether some sort of activity which boys could carry on during the winter months to add to their farm earnings and given them an additional interest might not help to keep them happily engaged on the farm.

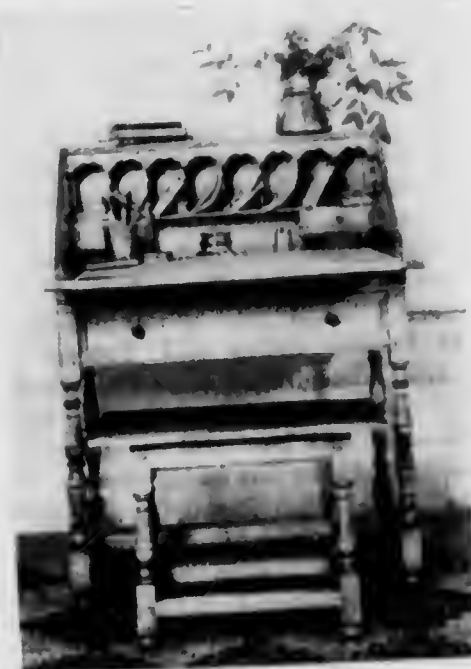
Shop seeking employment during the winter-months when farm work was slack, have learned that there was a great deal more to making furniture than merely throwing it together, and giving it a high polish with shellac. The woodworking is done in much the same way as did the earlier American cabinet makers, using machinery only for the first processes.

And now other industries around the village are under way. A little weaving is being done by neighboring women who often find themselves not only shut-in during the winter but tied closely to the farm all the year around. A small model road-side stand has been built in the community, not too far from the Val-Kill Shop where things may be marketed cooperatively.

It is a creditable business record that the shop in Hyde Park has paid expenses during the past three years and that it has been possible to find enough employment for the workers "to tide them over the depression."

As for those farm boys who have worked in the Val-Kill Shop when they follow their plough down a long furrow this summer, they will have earned the right to a pride in their craftsmanship which has helped to furnish the nation's home for its President. Mrs. Roosevelt, in writing of one of the pieces of Val-Kill furniture has said:—

"From the little maple tea table in the sitting room at the end of the long hall, Prime Minister MacDonald, Premier Herriott, Prime Minister Bennett, and many other notables from near and far have had their tea, and many of the little tables which hold books and cigarettes, when they talk to each other at midnight—the hour, I believe, when all inanimate things are supposed to come to life,—can boast of the interesting people they have seen and listened to in silence since they journeyed to Washington."



From the Val-kill Shop

Out of this discussion actually grew the venture which is often referred to as "Mrs. Roosevelt's furniture factory." If anything so remote from the customary ideas is to be so called, we may term the Val-Kill Shop "a furniture factory with a purpose"—a purpose not of earning profit for the owners, but of offerings boys on the farm a counter-attraction to city life.

The boys have faithfully reproduced many of the beautiful original pieces of early American furniture from the Metropolitan Museum.

And gradually, but not without their share of mistakes, the boys who have come to the Val-Kill



## Control Board Sets Prices

(Continued from page 1)

the average monthly computed test. The bacteria count of all *Grade A Milk* as delivered in the terminal market shall not exceed 200,000 bacteria per cubic centimeter.

Your association officials urged that the minimum test of "A" milk at "A" receiving stations be 3.7% butterfat which still permits an average test of the entire station's receipts to be above 4.0% and therefore within the accepted standard.

**Prices.** The price of *Grade A Milk* delivered at the receiving station shall be the price of *Grade B Milk* of 3.7% butterfat in the particular market, except that there shall be added to this a differential of \$.06 for each one-tenth point of butterfat above 3.7% butterfat content.

The Inter-State urged that the \$.06 butterfat differential apply to each one-tenth percent above 3.5% and up to 4.5% test. Also that an \$.08 differential be paid for each one-tenth percent above 4.5% test. This order reduces the "A" milk premium to all producers by \$.04 a hundred pounds and another \$.02 a hundred for each one-tenth percent above 4.5% test.

The price obtained shall be subject to the same transportation differentials and receiving station charges or deductions as are fixed by the Order for Class I *Grade B Milk* in that particular market.

**Bacteria Bonus.** A bacteria bonus shall be added to the above price under the following described conditions and amounts:

(a) (See page 5, right double column, of this issue of Review, paragraph starting "Shippers of 'A' milk...")

(b) The *Grade A Milk* butterfat bonuses above outlined will be paid to only those farmers qualifying for the above outlined bacteria bonus, and likewise the bacteria bonus will be paid to only those farmers qualifying for the *A Milk* butterfat bonus. Furthermore, no *A Milk* bonuses will be paid to such producers whose milk has scored as high as Gauge No. 3 sediment score in accordance with "Standard Methods of Milk Analyses of the American Public Health Association of Official Agricultural Chemists", and who, having been officially qualified with respect to this matter, have found another such unsatisfactory sediment-test score during the same month.

**Bacteriological Examination of Milk.** Five bacteria counts shall be made per month for every producer. The highest count shall be discarded and the average of the remaining four shall determine the producer's average bacteria count for the month. All bacteriological examinations, butterfat tests, temperature tests, sediment tests, etc., pertaining to *Grade A Milk* shall be conducted in conformity to regulations approved September 28, 1929, by the Department of Health, of the Commonwealth of Pennsylvania.

**8. Wholesale and Retail Price to be Charged by Milk Dealers in the Philadelphia Milk Marketing Area.** The following shall be the minimum wholesale and retail prices charged or paid for fluid milk and fluid cream sold in bottles in the Philadelphia Milk Marketing Area.

The "A" milk retail price was set at \$.14 a quart and \$.09 a pint; "B" milk \$.11 a quart and \$.07 a

pint. Light cream (20% to 24%) \$.37 a quart, \$.20 a pint and \$.13 a half-pint; Medium Cream (28% to 32%) \$.57, \$.32, and \$.21 respectively; and Heavy Cream (36% to 40%) \$.70, \$.40 and \$.26 respectively. The wholesale price to stores, schools, restaurants, relief agencies, etc., was set at \$.13 a quart for "A" and \$.09 1/4 for "B" milk. Wholesale cream prices ranged from \$.05 down to \$.01 per bottle under retail price, depending largely on value.

The minimum wholesale price for unpasteurized milk sold in bulk by cooperative producers' organization or dealers to other dealers shall be not less than sixteen cents (\$.06) per hundredweight above the price paid producers for said milk.

**7. Wholesale and Retail Prices to be Charged by Milk Dealers except in Philadelphia Milk Marketing Area.**

The following shall be the minimum wholesale and retail prices charged or paid for fluid milk and fluid cream sold in bottles, except in the Philadelphia Milk Marketing Area:

The retail price of "A" milk was set at \$.13 a quart and \$.08 a pint; "B" milk not exceeding 3.8% test \$.10 a quart and \$.06 a pint; "B" milk over 3.8% and up to 4.2% test \$.11 a quart, and \$.065 a pint, and "B" milk testing over 4.2% \$.12 a quart and \$.07 a pint. Cream prices are the same as Philadelphia. Wholesale bottled prices to stores, schools, restaurants, relief agencies, etc., were 1.5 cents to 2.0 cents less on milk in quarts and about one cent less in pints than retail prices. Wholesale cream prices ranged from 1 to 5 cents per bottle less than retail, depending on size of bottle and richness of cream.

**9. Retail Price Differential for Stores.** In any city, borough, or other municipality in which during the month of February, 1934, it was the general practice for stores to grant a price differential, stores may deduct one cent from the retail price of milk established by this order, provided that such milk is sold for cash and is not delivered by such store.

**10. Retail and Wholesale Prices in Border Cities and Towns.** In cities, boroughs, or other municipalities located near or on State lines, in such a manner that a portion of the city or town or municipality lies within another State, which has a Milk Control Board which has established regulatory minimum retail prices for the portion of the town which is within the State, then the portion of the town which lies within the State of Pennsylvania shall maintain such minimum retail price, unless otherwise ordered by the Pennsylvania Milk Control Board.

**11. Minimum Retail Prices for Fluid Milk in Isolated Towns and Rural Communities.** Dealers in isolated towns or rural communities may be permitted to sell milk at retail for eight cents (\$.08) per quart and five cents (\$.05) per pint, if they first obtain a permit from the Pennsylvania Milk Control Board to retail milk at these prices.

**12. Terms of Payment.** Payment in full to producers shall be made at least monthly, not later than the fifteenth day of each month, for all milk delivered during the previous month.

It was urged by your Inter-State officers that a pooling plan or adjustment fund be set up for each market so that all producers sup-

plying a market be paid on the same percentage of their basic at Class I and Class II prices. It appears from this order that each dealer will be compelled to pay according to his sales which is likely to cause a wide variation in percentages in the different classes and therefore in price.

**13. Records of Dealers.** Milk dealers shall keep for the information of the Board records as set forth below:

(a) A record for all milk received, detailed as to location and as to names and addresses of producers or milk dealers from whom received, with butterfat test, prices paid, and deductions or charges made.

(b) A record of all milk sold, classified as to grade, location, and market outlet, and size and style of container, with prices and amounts received therefor.

(c) A record of quantities and prices of milk sold.

(d) A record of the quantity of each milk product manufactured, the quantity of milk used in the manufacture of each product, and the quantity and value of milk products sold.

(e) A record of wastage or loss of milk or butterfat.

(f) A record of the items of the spread or handling expenses and profit or loss, represented by the difference between the price paid and the price received for all milk.

(g) A record of all other transactions affecting the assets, liabilities, or net worth of the licensee.

(h) Such other records and information as the Board may deem necessary for the proper enforcement of the Act.

**14. Trade Practices.** The trade practices as outlined below shall apply to all milk dealers:

(a) On wholesale sales no method or device shall be permitted whereby fluid milk or cream is sold or offered for sale at a price less than that established by this order as the minimum price whether by any discount, rebate, free service, or advertising allowances, or a combined price for such milk or cream together with another commodity, whether sold or offered for sale, separately or otherwise.

(b) On retail sales no method or device shall be permitted whereby fluid milk or cream is sold or offered for sale at a price less than that established by this order as the minimum price whether by any discount, rebate, free service, or advertising allowances, or a combined price for such milk or cream together with another commodity, whether sold or offered for sale, separately or otherwise, except that a distributor may give in soliciting trade, not more than one sample bottle to any one household not already a customer, free of charge in any one month.

(c) No distributor shall return any milk to a producer for any cause, except that the milk is of inferior quality, and in all cases the returned milk shall be accompanied by a certificate setting forth the reasons for which the milk was returned signed by a licensed tester or inspector.

(d) No distributor shall terminate his contract or purchasing agreement with any producer except by giving

such producer at least seven (7) days' written notice before the termination thereof, giving reasons for such termination, except, where a contract providing a longer period of time is expressed or implied.

(e) No producer shall terminate his contract or selling agreement with any distributor except by giving such distributor at least seven (7) days' written notice before the termination thereof, giving reasons therefor, where a contract providing a longer period of time is expressed or implied.

**15. Sales Quantity Control.** The basic quantity of fluid milk which a producer may sell shall be an amount equal to the average monthly quantity of fluid milk which was produced by his herd, and was sold in fluid form during the two calendar years previous to January 1, 1934. If, however, a producer can show that his established base was at least 20% lower the second year of this period, then he may add one-half of this difference to a second base year for computing his basic quantity of milk to be governed by this order. A producer who has been selling milk for a period less than six months may be assigned by the Milk Control Board, a basic quantity equal to the average monthly production for such time as he has been a producer, subject to the approval of the Milk Control Board.

The officers of your association call special attention to the request made by them to the control board that those producers who have established basic quantities on file with dealers or in the offices of a cooperative milk marketing organization be given the higher of (a) the method contained in the control board order or (b) their present established basic quantity. This was requested so as to give a fair deal to those who have kept their sales in line with fluid demands.

(a) A producer with a base, as determined above, who rents a farm as a tenant may retain his base at his new location provided that he sells his milk in the same market as theretofore.

(b) A tenant with an established base, renting a farm, may transfer his individual base from farm to farm provided that he sells his milk in the same market as theretofore.

(c) A landlord, who rents on shares is entitled to the entire base to the exclusion of the tenant, if the landlord owns the entire herd on such farms. If the cattle are jointly owned, whether in a landlord and tenant relationship or otherwise, the base will be divided between the joint owners according to the ownership of the cattle.

(d) The separate bases of any landlord and his tenant or tenants may be combined and handled as a single base, and when the landlord and tenant or tenants separate, the combined bases shall be divided according to the proportion of the division of the herd.

(e) Any producer who shall voluntarily cease to market milk for a period of more than forty-five (45) consecutive days, shall forfeit his base. In the event he resumes production, thereafter, he shall be treated for the purpose of these rules as if he were a new producer.

(f) Any producer may combine all the bases to which he may be entitled hereunder, for example, a producer with a base, who acquired another

(Continued on page 15)

## The Market Situation

HE usual seasonal decline in butter prices arrived late in March with 92 score butter at New York dropping from a high of 27 1/4 near the end of the month.

The decline was expected in the face of increasing supplies due to the output into trade channels. It is probable that there will be further moderate seasonal declines in butter prices for the next six weeks.

The market strength shown thru the first of March was due to a strong demand combined with relatively low production during the early part of the month. This demand for butter storage stocks of last March 1st, compared to the five-year average of 23,187,000 pounds. American cheese storage stocks on the same date amounted to 54,383,000 pounds as compared to a 50 million pound five-year average.

Imported milk on hand March 1st was about 11 percent more than a year ago. Production of butter showed a 26 percent drop as compared to January and February of a year ago, while cheese production was down 10 percent and evaporated milk 8.6 percent. There was a shift of milk from butter to cheese during February as shown by a much smaller decrease in cheese production.

It is believed that the threat of A. A. production control measures has exerted a steady influence on manufactured product prices and this influence may become more pronounced as such measures appear more imminent. A stronger market would be especially welcome to producers during the forthcoming flush production season.

Production per cow in the Philadelphia area is reported as slightly under a year ago although the cow population has held its own which shows the possibility of increasing production as soon as dairy prices and feed prices show a favorable relationship. Such possibilities are even greater for the country as a whole which has a larger cow population than ever before.

Fluid milk markets have shown few shifts in prices recently. A decrease of 13 cents per hundred was ordered by the New York Control Board for New York and Buffalo and a similar decrease followed in New Jersey. Slight decreases also occurred at St. Louis, 9.5 cents; Milwaukee 15 cents and Minneapolis-St. Paul 10 cents. Increases of from 3.5 cents to 17.5 cents occurred at Evansville; Omaha; Akron and Charleston. Increases in surplus prices were granted at Pittsburgh; Milwaukee; Boston and St. Louis, ranging from 9 to 19 cents.

The Pennsylvania Control Board order for Philadelphia retained almost identical price schedules as were provided under the abandoned A. A. Marketing Agreement, reducing by one cent the delivered price of grade "A" pints and permitting a differential of 1 cent for cash and carry stores, a point not permitted under the agreement but which was never enforced. Producers' prices were retained on the same basis with reduction of certain charges which will net producers from four to nine cents more per hundred pounds.

## March Buying and Selling Prices

From National Cooperative Milk Producers' Federation

Market	Prices f.o.b. City 3.5% test			Butterfat Differential	Retail price "B" milk
	Class I	Class II	Class III		
Los Angeles	\$1.785	\$ (b)	\$ 1.00	5.1c	10c
Pittsburgh	1.90	(x) 1.33		3.	10
New York (201-210 mile zone)	2.175	(x) 1.33	1.40	4.	12
Des Moines	1.60	(r)	1.08	3.	9
Evansville, Ind.	1.68	1.33	(b)	4.8	9
Philadelphia	2.56	1.53	1.33	4.	11
Washington, D. C.	2.67	1.51		7.	13
Baltimore	2.38	1.74	1.16	4.64	11
San Diego, Cal.	2.10	(b)	.875	6.	9
Milwaukee	1.85	1.21	.96	3.	11
Boston (191-200 zone)	2.26	1.14	(b)	2.8	9
Omaha, Neb.	1.60	(b)		3.	9
Chicago (60-70 zone)	1.75	1.25	.85	4.	9
St. Louis	1.85	1.32	1.00	3.	11
Minneapolis-St. Paul	1.60	1.08		3.	9
Buffalo, N. Y.	2.10	1.40		4.	11
Louisville, Ky.	2.055	(x) 1.28	(x) 1.01	2.5	11
Detroit	1.85	1.25	.85	3.	10

February prices. (b)—To be determined according to butter. (r)—Based on return from surplus pool. (x)—Average of range of prices quoted.



Dairy cows... calves... beef cattle... dairy goats... sheep... they all need dried beet pulp. If they're healthy, vigorous and productive, it keeps them that way. If not, then Dried Beet Pulp in the ration will tend to make them so.

For Dried Beet Pulp is the whole, succulent, nutritious sugar beet, minus the sugar and water. It is the only vegetable feed in commercial form. It fits any ration and improves that ration... makes it more palatable to the animal... and more easily and completely digested.

It's easy to feed, too. For you feed Dried Beet Pulp right out of the sack. You don't have to soak it. Once in the animal's stomach, it absorbs five times its weight of water and swells to four times its original bulk. This breaks up the ration so that digestive juices can penetrate to every particle, resulting in better, more efficient assimilation.

Dried Beet Pulp is the only known substitute for corn silage that is better than corn silage. One pound will do the work of five pounds of corn silage and do it better.

Dried Beet Pulp will likewise take the place of part of your hay requirements in the ratio of four pounds of pulp in place of six pounds of hay.

Dried Beet Pulp can also be used in the grain ration, replacing any carbohydrate feed such as corn, oats, barley or bran.

And Dried Beet Pulp keeps indefinitely. It does not spoil, and rats, mice, moths, mites and weevils will not touch it.

Write for our free booklet, "Profitable Feeding"—and ask your dealer about DRIED BEET PULP—THE UNIVERSAL FEED.

Dried Beet Pulp makes a good litter for poultry

The Larowe Milling Co. - - - - - Detroit, Mich.



Honorable Miss Pontine Ollie, 956031, and four of her healthy progeny. Owned by W. T. Rawleigh Co., Freeport, Ill.

## January Prices Paid By Producers' Associations 3.5% Milk, f. o. b. Market (x)

	Average Net Price	Basic Price
City	\$2.317	\$2.56
Philadelphia	1.65	1.90
Pittsburgh	1.44	2.305
New York	1.61	2.23
Buffalo	1.43	1.65
Evansville	1.52	2.00
*Milwaukee	1.80	2.26
*Boston	1.13	1.55
St. Louis	1.44	1.945
Louisville	1.65	2.08
(a) Detroit	1.57	1.85

(x)—Except New York quotations are based on prices in the 201-210 mile zone and Boston prices in the 181-200 mile zone. (\*)—February. (a)—December.

## March Percentages

Cooperating dealers are paying Class I price for all milk up to 83 percent of each producers' established basic quantity delivered to them in March.

The next 17 percent of each producers' established basic quantity is being bought at Class II, or Cream Price. Production in excess of established basic quantities is being bought at Class III or Surplus Price.

It does not pay to lose a friend for the sake of winning an argument.

## Wisconsin Prices

Milk producers in Wisconsin received an average price of \$1.03 per hundred pounds for their milk during February, according to the Wisconsin Crop and Livestock Reporter. This was an eight cent increase over the January average price. Milk bought for manufacture into cheese brought \$1.00 per hundred pounds, for butter \$.96, for condensaries \$1.06 and market milk \$1.39. Butterfat price was reported as \$.25 per pound on February 15th. Milk production per cow on March 1st was reported as 14.74 pounds compared to 15.8 pounds a year earlier and a March 1st five-year average of 16.95 pounds. More calves are being vealed than a year ago, according to reports.

Pennsylvania ranks eleventh in value of farm livestock according to Federal-State estimates. This commonwealth ranks fifth in value of dairy cattle and fifth among states east of the Mississippi River in value of all livestock. The state's total livestock value was estimated at \$91,894,000 on January 1.



### Testing for Garget

A simple scientific test for mastitis or garget is described in Dairy Service Bulletin No. 7, published by the Larowe Milling Company of Detroit, Michigan. The test uses a very small amount of milk from each quarter of the udder together with brom-thymol blue. The bulletin includes a color chart showing variations from healthy to badly infected. Its price is 10 cents. Please mention the Milk Producers' Review when ordering your copy.

### Free Advertising

It is considered unethical for lawyers to use paid advertising—but let Stuart Chase, the great economist, tell how to get around such a minor difficulty without any direct cash outlay. He writes, "Are we a lawyer? Full page advertisements are also barred, but not front-page publicity. A judicious donation of our services in cases involving public interest . . . is the way to move up in the world."

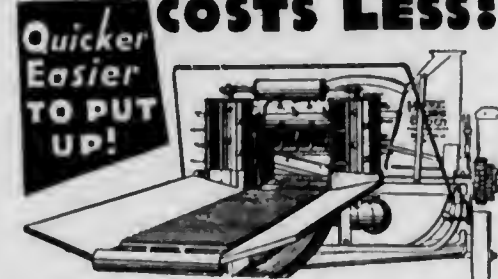


### DISPERSAL SALE

of the noted Stevenson Farms Herd from Alliston, Canada. 50 Registered Holstein cattle. Saturday, April 14, 1934, at the farm of J. Harvey Retteu, Manheim, Pa. which is midway between Manheim and Mt. Joy. Sale held under cover. A beautiful lot of high proven producing animals, many fresh and nearly springers. All fully Accredited, and Negative to the blood test. Write for details to

J. HARVEY RETTEU  
Manheim, Penna.

### CHOPPED HAY WORTH MORE COSTS LESS!



CHOPPED Hay can be put up cheaper, easier and quicker than whole hay. Using the Papec System, two men handle hay faster than 4 men using a harpoon fork, and no one works in the hot, dusty mow. The chopped hay is blown into the mow, takes half the usual space, keeps perfectly, is much easier to feed out. Often steps up milk production; makes beef and mutton gains cheaper. Eliminates feeding waste.

A Papec Hay Chopper, without any change, is also the best silo filler obtainable. Shreds fodder and cuts straw. Fill out the coupon or send postal for booklet describing all advantages and savings from chopped hay.

### FREE BOOKLET TELLS WHY

Papec Machine Co., 504 S. Main St., Shortsville, N.Y.  
Send free copy of "A Better Way To Put Up Hay" describing the Papec System and Papec Hay Chopper-Silo Filler.

Name \_\_\_\_\_  
Post Office \_\_\_\_\_

**PAPEC**  
HAY CHOPPER-SILO FILLER

## Directors Hold Busy Session Appoint Committee to Revise By-Laws

THE regular bi-monthly meeting of the board of directors of the Inter-State Milk Producers' Association was held in the Association offices on March 27-28. All directors were present except E. Nelson James, who was reported ill. Inter-State fieldmen and members of the quality control departments of the Dairy Council were also present. A rousing welcome was given to Frank P. (Daddy) Willits who had missed several meetings because of illness.

Minutes of the last regular and two intervening special meetings were read and adopted. Messrs. Keith and Otto reported that no work has been done on by-law revision as the projected plans for completing the committee had to be abandoned.

### Market Conditions

Mr. Allebach, Sales Manager, was called upon to report on market conditions. His report covered especially the activities of the A. A. A. and the Pennsylvania Control Board, as they affected the Philadelphia market and secondary markets in this area. A committee had accompanied him to Washington to confer with A. A. A. officials and to Harrisburg to confer with the Control Board. Mr. Allebach reported that the A. A. A. would not work on a market in which a Control Board was active, a condition which he said he felt was unnecessary but for which both the A. A. A. officials and the two Control Boards in this market were partly at fault. He reported a receptive and friendly attitude from both groups.

The Philadelphia market was reported as holding steady in both producers and retail prices but reports were coming in slowly for reporting March percentages. Harrisburg market was reported in poor shape, while the Reading and Lancaster markets appeared well satisfied with prices at 10 cents a quart. The opinion was expressed that if control board prices, when set, proved too high the dealers might take more Delaware and Maryland milk.

Field and Test Department work was reported by Mr. Twining. He said that many February tests were unsatisfactory because of frozen milk, and in a very few cases frozen samples. Discussion took place on reporting all variations in test, including wide variations which are always adjusted, usually before the fieldman leaves the plant.

Mr. Cohee was called upon for a dairy council report which he in

stated that the council in its work reached 600,000 consumers last year, carrying to them the urge to use more milk and other dairy products. Dr. Lechner reported on the quality control work stating that several dealers have requested them to inspect their dairies under regulations quite similar to New Jersey standards but that no action has been taken on those requests as yet.

A report on the New York Federal hearing was given by Mr. Stitt in which he stated that the Dairy-men's League was the target of a lot of remarks, especially from Sheffield's producers.

Francis R. Taylor, Inter-State counsel was present and answered many questions, especially about court jurisdiction and progress toward the postponed annual meeting. To the latter he said that the meeting cannot be held until the audit is completed and reported.

Reports were heard from Secretary I. Ralph Zollers on the Control Board hearing at Erie and from Donovan, Tussey and Allebach respectively on the Philadelphia, Pittsburgh and Harrisburg hearings. Mr. Tussey reported testimony about a milk price war between two grocery chain systems in Pittsburgh during which producers received 42 cents a hundred for milk for a while and 96 cents for three months while the price during the hearing was \$1.12 a hundred pounds. The reports of the Philadelphia hearing were covered in the March REVIEW.

### Dr. Lininger Talks

An executive session closed the first day's meeting.

Dr. F. F. Lininger of Pennsylvania State College talked to the directors and fieldmen at the opening of the second day's session about different types of cooperative organizations. He stated, in brief, that under conditions surrounding the Inter-State a bargaining organization is more effective and practical than an operating cooperative with its millions invested in a strongly competitive market. He expressed full confidence in the sincerity and motives of A. A. A. officials and stated that they are friends of dairy cooperatives.

Most of his talk concerned types of cooperative organizations and the possibilities under the Pennsylvania cooperative law. He described the Dairymen's Cooperative Sales Association of Pittsburgh and how it transferred its work and activity from a stock corporation to a membership cooperative. The

Pittsburgh organization was discussed as to its operation, method of electing directors, responsiveness to membership sentiment and other details. Discussion followed about many points which space prevents giving here.

A motion was then made and passed providing for the appointment of a committee of three directors, a field representative and a member of the middle ground to make a study of the advisability of making such change, this committee to confer with counsel and representatives of agricultural colleges and marketing bureaus of the four states, the committee to report its findings to the board.

### Committee Appointed

Mr. Shangle later appointed Frank M. Twining as chairman of this committee with J. W. Keith and I. V. Otto as the other members from the board. Charles Cowan is the field representative appointed and H. K. Martin from Goodville will represent the Middle Ground Committee.

Following another executive session which was attended by counsel the board reconvened at 1:30 P.M. and heard a report from H. K. Martin of the middle ground committee. He reported that their committee had made little progress since the last board meeting because of the refusal of another group to word toward harmony. His visits to the secretary and the president of the Allied organization were greeted with arrogance and non-recognition respectively. Visits to Allied directors showed an interest in compromise but a restraint from committing themselves was always evident.

Charles Cowan reported on his visit to the annual meeting of the Eastern States Farmers' Exchange and the smoothness of the meeting and lack of injunctions.

K. C. Lansburg reported on the favorable reception of some of his educational efforts in high school agricultural classes and the possibilities of improving membership relationships through such work by the field representatives.

A report on the REVIEW was given by H. E. Jamison, acting-editor. Total circulation on January 1st was 22,218, of which 20,783 are listed as active association members. A 25 percent increase in advertising was reported for March as compared to January. It was felt that as interest in the paper grew advertising responses

(Continued on page 14)

## Basic-Surplus Stays

THE smoke of many battles is clearing and the basic-surplus plan has come through all the attacks and air raids waged against it stronger than before.

No use enumerating all the vile names leveled against this plan and those who dared to uphold it during the last several months. Such opposition comes from misinformed persons or from selfish individuals who are incapable of running their business on a reasonably uniform production basis. Our attention has been called just recently to the fact that two large producers one of whom produced 203 percent as much in January as last July, and the other 243 percent as much, naturally got a low average price. To carry many of their kind a satisfactory price would mean paying others out of a market for a few months in order to make room for the excessive production of irregular producers during such periods.

Let's look at what the basic-surplus plan has done. It has held down production in the Philadelphia area so that only about 8 percent more milk is produced than is needed for fluid milk and cream needs. Records show a moderate increase in production by those producers who are supplying the Philadelphia market and this is due entirely to the workings of the basic-surplus plan, which assures the producer the best obtainable price for all milk required for fluid milk. Many producers have no desire to produce more than that amount because any excess above fluid needs would have to be manufactured into butter or cheese and put them in competition with cheap midwestern milk used for those purposes. Because production has been controlled in this and similar areas we are not in real need of any national dairy production control plan except that it should strengthen the dairy price situation for the entire country.

### No Substitute Found

The AAA has not yet found a plan to take the place of the basic-surplus method of controlling production in fluid milk areas. Eighteen marketing agreements have been approved since February 1 and twelve of them include the basic-surplus plan. Of the other three markets all except New Orleans are in heavy surplus producing sections with about twice the fluid needs in their immediate areas. Even so, these markets recognize three classes of milk and require the market administrator to set a blended price.

The Connecticut Milk Producers' Association has adopted the basic-surplus plan effective April 1st, after years under the "contract" plan. The discarded plan called for each producer to contract to deliver a certain amount of milk each month with penalties for amounts above or below his contract. But no longer, the basic-surplus plan was approved by its members and bases (they call them) quotas are being established according to their 1933 contracts or as determined by the state control board. The discarded plan is

essentially the same as the one condemned in the supplementary brief filed with the Pennsylvania Milk Control Board and which was discussed briefly on page 3 of the March REVIEW.

Persons who really have accurate knowledge of dairy marketing in fluid milk areas, with high production costs as compared to the midwest, realize that the milk producer in such areas will run into trouble if he tries to produce so much milk that any large part of it must go into the manufacture of butter or cheese. Such persons also know that the basic-surplus plan is the most effective and satisfactory way to avoid such competition and yet get a good price for local milk needs. It is production control that controls and pays a good price to those who follow it.

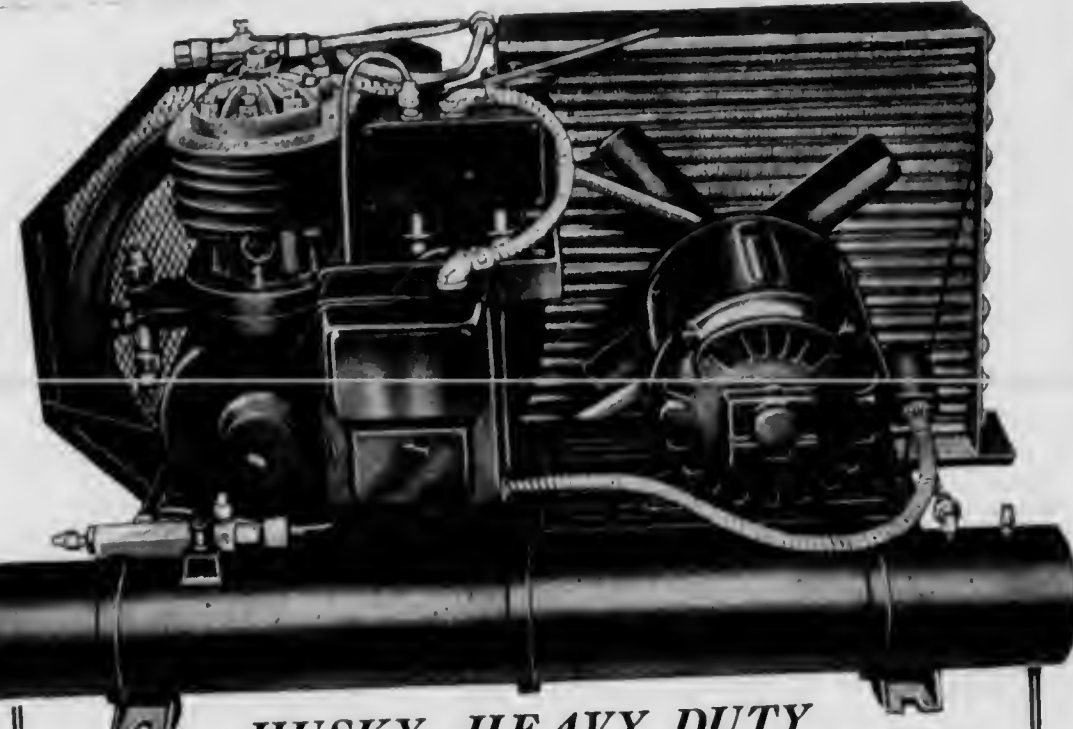
### N. J. 4-H Members Own 777 Purebred Animals

The 300 boys and 65 girls enrolled in 4-H Junior dairy clubs in 12 New Jersey counties in 1933 owned a total of 777 purebred animals, including Ayrshires, Brown Swiss, Guernseys, Jerseys, Holsteins, and Milking Shorthorns, according to the annual report of K. S. Morrow, associate extension dairyman of the State Agricultural Experiment Station, Rutgers University. Placing "a conservative value on purebred dairy cattle", Mr. Morrow estimated that the group owned by the 4-H dairymen "represents an investment of approximately \$75,000." While the average herd is small, some members who have been doing 4-H work for several years have herds numbering 6 or more animals, and one boy in Sussex County now has 22.

"The 4-H Junior dairy program aims at instructing the boys and girls in the principles of feeding, breeding and caring for a herd of dairy animals", Mr. Morrow points out. "It is a practical program, assisting the youngsters with their farm problems, and offering an opportunity for the expression of individual initiative and ability."

### Top-Dressing Improves Dairy Cow's Pasture

One answer to the dairyman's question of how to produce milk at less cost is to grow more and better pasture grass and shorten the period of barn feeding, according to F. W. Oldenburg, agronomist for the University of Maryland Extension Service. He points out that the quality and quantity of grass produced may be materially improved through a top-dressing at this time of the year. While soil tests, made in this and nearby states, have shown that the great majority of pastures are deficient in phosphorus and are often too



## HUSKY, HEAVY DUTY REFRIGERATING COMPRESSORS

FOR MILK COOLING AND STORAGE

the most reliable type of equipment. Great surplus power—oversize parts—costs less to run—and gives longer trouble-free life. "M&E" compressors are found on thousands of the Eastern dairy farms. Complete range of sizes and types from 175 lb. up to largest. All automatic. Electric or gasoline drive.

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**MERCHANT & EVANS COMPANY**  
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NOTICE TO DEALERS: Why not investigate the possibilities of handling "M&E" in your section? Direct Factory Contact. Free training. Your inquiry is invited.

### Mention the Review When Writing Advertisers

### Report of the Quality Control Department Philadelphia Inter- State Dairy Council

The following is a report of the work done by the Quality Control Department of the Dairy Council for the month of February, 1934:

No. Inspections Made	1912
Special Farm Visits	111
No. Sediment Tests	2987
Days Can & Truck Inspection	6
No. Meetings	1
Attendance	200
Days Special Work	30
No. Miles Traveled	22,791

During the month 40 dairies were discontinued from selling for failure to comply with the regulations—15 dairies were re-instated before the month was up.

To date 281,697 farm inspections have been made.

### Report of the Field and Test Dept. Inter-State Milk Producers' Ass'n

The following statistics show the operations of all the Inter-State Milk Producers' Association fieldmen in connection with testing, weighing and general membership work for the month of February, 1934:

Butterfat Tests Made	NO. 8247
Plants Investigated	30
Calls on Members	308
Quality Improvement Calls	1
Herd Samples Tested	213
Membership Solicitation Calls	12
New Members Signed	1
Cows Signed	6
Meetings Attended	20
Attending Meetings	2690

Dr. Thomas Parran, Jr., who is New York State health commissioner and a member of the state milk control board urged farmers to stop fighting among themselves and to center all efforts against their common enemies.



### Directors Hold Session

(Continued from page 12)

would increase and with it would come more advertising. A pleasing response has been made to the editorial comment in the last few issues.

Several directors followed with brief reports of conditions in their respective territories. Mr. Bleiler reported conditions badly disrupted at Allentown with one distributor skipping two weeks pay for milk and another paying as low as 8 cents a hundred pounds for surplus.

Mr. Sarig brought up the matter of cancelling certificates of inactive members, which is done as requested within the limits of a special fund for that purpose.

### Why Fat Tests Vary

The New Jersey agricultural extension service lists eleven of the most important reasons for variations in the butterfat content of milk. They are, in the approximate order of their importance:

- Breed of Cow
- Individuality of Cow
- Stage of Lactation
- Age of Cow
- Time of major Milking
- Frequency of Milking
- Efficiency of Milking
- Health of Cow
- Seasonal Variation
- Kind and quality of Feed
- Management and Environment

### PUTTING PUNCH INTO PRINTING

Having passed our training period days back in the 90's, we are now in the class with Champions.

We challenge you for your next order for printing of

BOOKLETS CATALOGS  
STATIONERY FOLDERS  
OFFICE FORMS

**HORACE F. TEMPLE, Inc.**

Printer & Designer  
WEST CHESTER, PA.

**Now Redwood Price On**  
**HANDY Hoof Trimmers**

An ideal tool for every farmer. So simple that a boy can do the work. Use this tool for trimming hoofs on horses, cows and bulls. Ideal for clipping young stock. Using this trimmer prevents accidents, saves time and money. 30 inch handles give leverage. Made of high carbon steel. Price \$4.95. OVER 35,000 SOLD. F. O. B. Fergus Falls, Minn.

**AGENTS MILCARE CORP.**  
WANTED! Fergus Falls, Minn.

**ECONOMY SILOS**

If you don't own an Economy Silo, you are paying for it anyway. Silage increases milk production. Puts meat on live stock. Send for free catalog and new low prices. Patented storm-proof anchor equipment. Continuous Self-adjusting Doors or Swing- ing Hinge Doors. Economy Silos are made of best grade Oregon Fir or Long Leaf Yellow Pine. Also Glazed Tile and Cement Stave. Agents wanted in open territory. The Economy Silo & Mfg. Co. Dept. 7, Frederick, Md.

## Recent A. A. A. Work

THE milk licenses being issued by the A. A. A. under its new policies are all patterned very much alike. A new license was issued for Boston which became effective on March 16th and for Sioux City, Iowa; Lincoln, Nebraska; Wichita and Kansas City, Kansas; and New Orleans, all becoming effective on March 17th, and for Indianapolis, Detroit and four New England cities on April 1st.

Every license includes paying producers under either the basic-surplus plan or a blended price plan. Every agreement recognizes the need for and includes a classification of milk according to use, some in the east including only two classes and a very few setting up four classes. All markets use the basic-surplus plan except five in the heavy surplus producing sections of the midwest and the New Orleans market. Each market is under the supervision of an administrator who is directly responsible to the dairy section of the A. A. A. The interests of producers' associations are protected and in every case they continue their usual functions of representing the producers in bargaining and in performing check testing and similar field services.

In the Boston market the base price for Class I milk was reduced 7c per hundred but thru the reduction of freight and receiving station charges and eliminating some other charges the direct shipped milk will actually bring 2c more per hundred, and shippers in the 191-200 mile zone will get 7c more per hundred. New bases are being established, the higher of the September, October and November 1933 average or the monthly average of all of 1933 being taken.

The Lincoln, Nebraska, and Sioux City, Iowa, licenses are almost identical. Class I milk price being on a straight butterfat basis and both providing for a blended price. The price of Class 2 and Class 3 milk will be determined each month according to the price of 92 score butter at Chicago. The Twin City, Des Moines, Kansas City, Wichita, Omaha, Lincoln, Sioux City and New Orleans licenses all carry a schedule of very

low retail and wholesale prices as a guard against price cutting and unfair trade practices. These prices are understood to be well below present prices in those markets.

The New Orleans license provides that either standard hauling rates or actual hauling charges, whichever is the smaller, may be deducted on Class I milk and one-eighth of those charges on Class 2 milk delivered at country receiving stations.

All the agreements require keeping of certain pertinent records by all distributors and also by producer-distributors whose business exceeds certain nominal amounts. Reports must be submitted regularly to the market administrator in each area, giving certain information about purchases and sales of each class of milk. Most licenses recently issued as did those issued last fall, provide definite check on new producers and state the conditions which must be met before they enter the market.

The accompanying table carries most of the essential price information on all licenses approved to date. Where Class II and Class III prices depend upon the current butter market, 92-score butter at the nearest large market (New York, Boston, or Chicago) is usually used.

### Cow Testing Groups Make High Records

Forty-three of the 85 cow testing associations in the state had averages of more than 8,000 pounds of milk a cow for the past year. I. O. Sidelmann, of the Pennsylvania State College dairy extension service, reports.

Of this number 13 associations had averages of more than 9,000 pounds, five more than 10,000 pounds, and one more than 11,000. Centre County No. 1 association led with 11,054 pounds of milk a cow. Associations in the 10,000-pound class were Buffalo Valley No. 2, Union County, 10,472; Dauphin County, 10,163; Garden Spot, Lancaster, 10,124; Venango County, 10,087; and Perry County, 10,058.

The Venango County association

Market	Date Effective	Test	Prices F. O. B. Market	Class I	Class II	Class III	Butterfat Differential	De- ductions
Chicago	2-5	3.5	1.75	1 25	3 1/2 a butter	4c	?	?
Des Moines	2-14	3.5	1.60	butter plus 20%	—	3c	3c	3c
Twin Cities	2-16	3.5	1.60	butter plus 22%	—	3c	1c	1c
Omaha	2-23	3.5	1.60	butter plus 20% 14r	—	3c	5c	5c
Evansville	2-25	4.0	1.92	1 52	butter plus 6r	b.f.	?	?
St. Louis	3-2	3.5	1.85	butter plus 20% 30r	butter plus 15c	3c	4c	4c
Boston	3-16	3.7	2.95	butter plus 20% 5c	butter plus 4c	(v)	5c	5c
Lincoln, Neb.	3-17	*	.45	(Same as Lincoln)	—	5c	5c	5c
Sioux City	3-17	*	.45	butter plus 25% 1 25c	butter plus 20r	4c	4c	4c
Kansas City	3-17	3.5	1.75	(Same as Kansas City)	—	4c	4c	4c
Wichita	3-17	3.5	1.75	butter plus 20% 1 20c	butter plus 10r	4c	3c	3c
New Orleans	3-17	4.0	2.10	butter plus 30% 30r	butter plus 10c	(v)	5c	5c
Indianapolis	4-1	4.0	1.85	butter plus 30% 20r	1 63	4c	5c	5c
Providence	4-1	3.7	3.02 1/4	butter plus 30% 30r	—	(v)	5c	5c
Newport	4-1	3.7	3.02 1/4	butter plus 30% 30r	—	(v)	5c	5c
New Bedford	4-1	3.7	3.02 1/4	butter plus 30% 30r	—	(v)	5c	5c
Fall River	4-1	3.7	3.02 1/4	butter plus 30% 30r	—	(v)	5c	5c
Detroit	4-1	3.5	2.02	butter plus 30% 30r	butter	3c	3c	3c

\*Price per pound of butterfat in Class I milk. (v) Variable.

had the highest average butterfat production, 385.4 pounds a cow. Centre County No. 1 followed with 379.8 pounds. Southern Franklin in Franklin county, ranked third with 377.9 pounds. Buffalo Valley No. 2 stood fourth with 374.1 pounds and Western Berks, in Berks County, qualified for fifth place with 369 pounds.

In an effort to build up cow averages and thus reduce production costs, members of the associations last year culled 2,021 low producers from their herds, Sidelmann says.

A press report of April 2nd reports a retail milk price war in Chicago with milk selling at six cents a quart over the counters for cash, and a retail delivered price of eight cents. It was stated that four cut-rate dairies had formed an association with more than 300 cash-and-carry stores to undersell larger companies.

### The Structure Behind It

(Continued from page 3)

so persistently that for months they kept public attention away from the fact that they had no man to take Allebach's place, no men for directors as good as those serving Inter-State, nor any plan to substitute for the basic-surplus plan of production control. This constant barrage of popping little balloons, filled with hot air and smoke, also obscured the apparent desire of the Allied to completely destroy the Inter-State and put in its place no one knows what—except chaos. But like going into a boiler factory, noise soon becomes commonplace, and we can hear sensible talk thru the din. Likewise, thousands of milk producers heard the bombardment, some thought it was real and some wondered what it was about. But most of them no longer pay any attention to it.

Yes, it appears that the Allied organization is mostly front, with perhaps a small room included to take care of its officers and to serve as sound producing headquarters.

The Allied organization has attempted to describe itself as the acme of perfection but has left a lot of pertinent facts unsaid and pertinent questions unanswered. Its leadership has no record whatever of constructive accomplishment and knows practically nothing about the real problems of milk marketing. We feel that REVIEW readers deserve having as complete information as possible about disturbing elements of this kind which stand against orderly milk marketing.

Fillfuzz "I wonder if that fat old girl over there is really trying to flirt with me?"

Goodban "I can easily find out by asking her; she is my wife."

April, 1934

## 25% SAVINGS SECURITY 100% PROTECTION

RATES 25% TO 30% BELOW MANUAL USED BY OTHER COMPANIES— THAT'S WHAT OUR POLICIES OFFER YOU!

No automobile owner can afford the extravagant risk of being unprotected.

A single liability claim may sweep away all you have. And the future, too, may be mortgaged unless you have reliable automobile insurance to meet just claims and fight unjust demands.

Learn for yourself just what our low rates are for your car; you will realize that a single accident may cost you more than your premium for ten years.

### STANDARD AUTO POLICY

We write a Standard Automobile Policy for Public Liability, Property Damage, Fire and Theft, covering in the United States and Canada, at a saving of from 25% to 30%. Truck Insurance at a 25% saving.

We write but two classifications, "W" and "X." This means a large saving on high priced cars.

This Company's premium writings for January and February 1934 have increased 37% over the same period of 1933.

### COMPENSATION

Our Workmen's Compensation Policy provides protection for the employer as well as the employee and has returned a substantial dividend every year since its organization.

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Clip this and mail today—it obligates you in no way.

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It is understood that this inquiry is not to obligate me in any way whatsoever.

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Name.....  
Address..... Street and Number..... City.....  
Business..... Payroll..... Make of Car..... Model.....

### Control Board Sets Prices

(Continued from page 10)

herd accompanied by a transfer of the base from the seller, may combine the two bases.

- (g) Where a herd is dispersed for any reason, without the base having been transferred with the herd, the producer must replace the herd within forty-five (45) days if he is to retain his base.
- (h) Any producer who has not marketed milk in Pennsylvania during the month immediately preceding March 1, 1934, shall not hereafter sell fluid milk in this Commonwealth without first obtaining written authorization from the Pennsylvania Milk Control Board.

MILK CONTROL BOARD  
(Signed) EDWARD A. STANFORD  
(Signed) HOWARD C. REYNOLDS  
(Signed) JOHN A. BARNEY

Scientific research has proven that seed treatment before planting pays with practically all crops. It is one of the cheapest and surest ways of preventing seed-borne fungus and diseases from attacking the crop with the resulting wasted seed, tillage work, and other costs. Mercury compounds of an organic type have proved especially valuable and effective in this work.

Cooperative marketing is not a method of setting aside the law of supply and demand or price fixing, but rather it is effective and efficient merchandising.

It is expected that more than 1,500,000 trees will be set out on idle areas of New York State farms this spring. These trees will be set out by boys and girls, members of 4-H Clubs and young farmers' clubs. Red pine, Norway spruce, scotch pine, white spruce, balsam and white cedar are most in demand.

### Weather Records Broken

"Since sub-zero temperatures are especially injurious to trees and plants when they occur late in the season, the 6 below zero mark of the past month was the severest weather with which woody plants have had to contend since records have been maintained here", according to Prof. M. A. Blake, chief of the division of horticulture at the New Jersey Agricultural Experiment Station, Rutgers University, where weather records have been kept since 1896.

The highest temperature reached at the Station during this past February was 44 degrees, as against a high of 61 in 1933, and 58 in 1932. Professor Blake reports. The low point was minus 16 degrees on February 9.

There was a total snowfall of 26.5 inches at New Brunswick during February, the greatest fall for the month on record. The previous mark was set in February, 1907, when 24.5 inches fell.

The printed report of the ninth annual meeting of the Pennsylvania Dairymen's Association has just been received. This report was sent to all members of the Association and contains the proceedings of the meeting at Harrisburg on January 18th. The addresses by the Association president, Dr. E. S. Deubler and by John E. Nicholas; Dr. F. P. Weaver; A. J. Glover, editor of Hoard's Dairymen; T. E. Munce and Louis McL. Merryman are included.

The report also lists all merit award winners in dairy herd improvement associations, herd test work and register of merit testing and it contains copies of the resolutions adopted and other transactions at the business meeting.

The Federal Farm Mortgage Corporation is now issuing bonds instead of cash in making mortgage loans. These bonds carry many of the desirable features of government bonds and they are guaranteed as to both principal and interest by the United States Government.

"Well, dearest, what did your father say when he found that I wanted to marry you?"

"At first he demurred because he didn't want to lose me, but I explained that he could have me, and that he would have you to boot."

"That sounds all right, except for the 'to boot' part."

### Farm Prices Make Two-Point Gain

The index of prices paid Pennsylvania farmers for principal agricultural products on February 15 was slightly higher than a month previous, according to the Federal-State Crop Reporting Service. Gains were registered for all classes of commodities excepting poultry and eggs. A seasonal drop occurred in egg prices.

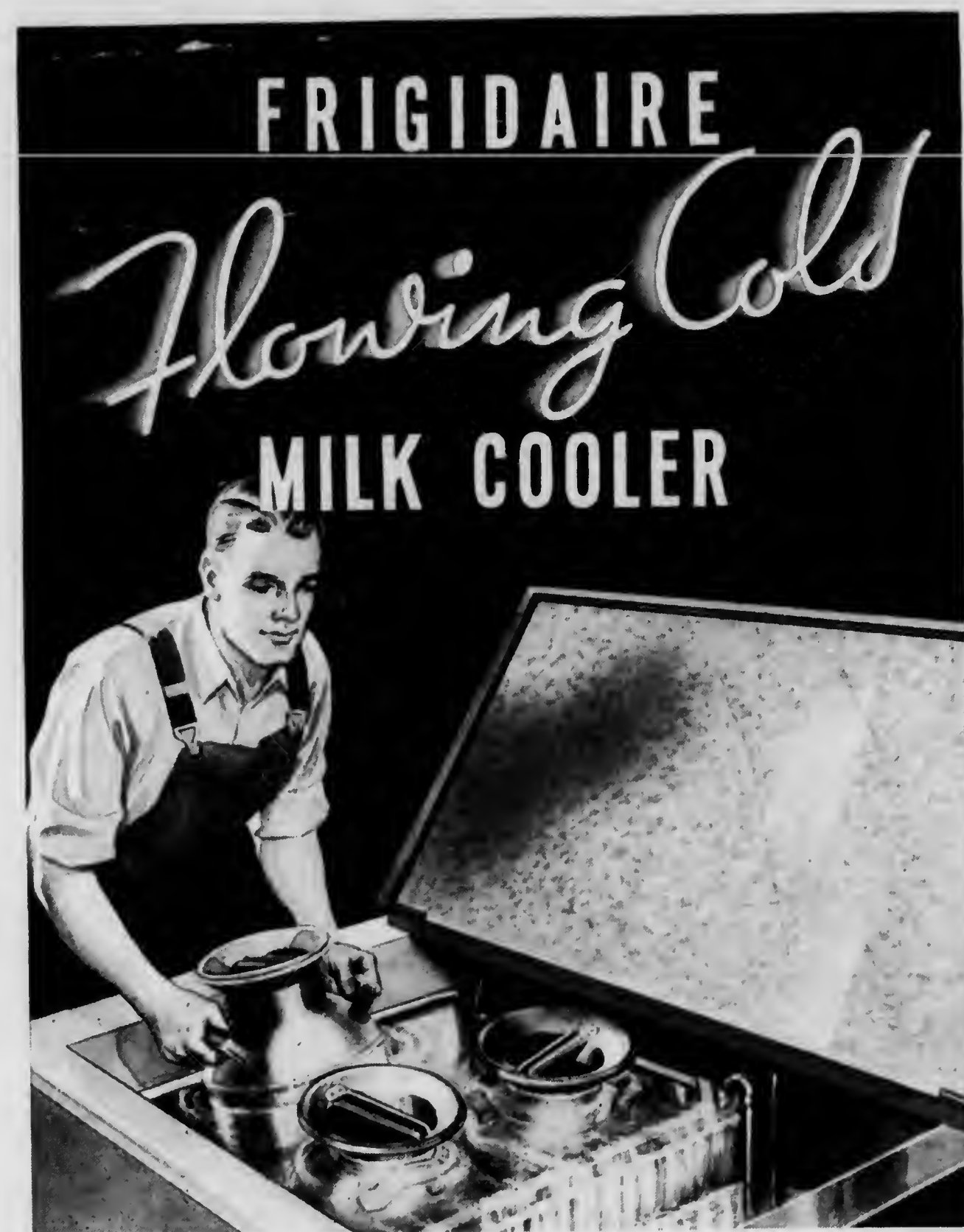
While farm prices increased, prices paid by farmers for articles purchased also increased, so that the purchasing power of the farmer's dollar remained unchanged at 76 compared to 64 for the entire country.

Commodity	Feb. 1933	Jan. 1934	Feb. 1934
Wheat per bu.	99	83	.88
Corn per bu.	65	53	.57
Oats per bu.	47	41	.43
Barley per bu.	69	55	.57
Potatoes per bu.	74	90	.95
Lay per ton	16.41	9.30	10.00
Apples per bu.	83	90	1.00
Hogs per cwt.	7.96	4.30	4.65
Bl. cattle per cwt.	5.92	4.05	4.30
VI. calves per cwt.	8.04	5.60	6.00
Sheep per cwt.	4.64	2.85	3.55
Lambs per cwt.	6.32	5.50	6.60
Milk cows per hd	50.44	46.00	47.00
Chickens per lb.	1.29	1.22	1.30
Milk per 100 lbs.	1.77	1.75	1.75
Butter per lb.	.32	.21	.23
Eggs per doz.	.278	.217	.228
Wool per lb.	.232	.28	.29

The same quantities of basic commodities which would have brought a producer 146 ounces of gold in 1926 would have brought him only 63 ounces of gold in October 1933.



## ANNOUNCING THE AMAZING NEW



RECEIVED

APR 17 1934

Agricultural Economics Extension

COOLS MILK  
TO 50° IN  
ONE HOUR  
AUTOMATIC  
WATER LEVELER  
SAVES TIME  
AND WORK

This milk cooler is new and different. It has features never before heard of in a milk cooler. One of them is an automatic water-leveler. The height of the water remains the same whether you put in one can or all the cooler will hold. The mechanically refrigerated water is always up on the neck of each can—always above the milk line—and vigorously circulated around every can.

**AUTOMATIC WATER LEVELING . . .  
POSITIVE CIRCULATION**

From one end of the cooler to the other—from bottom to top—the water flows in a uniformly cold stream. It extracts heat from every portion of the milk.

This flowing cold lowers the milk temperature from body heat to below 50° in about an hour. Then the circulator stops of its own accord, and the milk is held at the same temperature as long as it remains in the cooler.

**BETTER COOLING AT LOWER COST**

Milk producers and dairymen everywhere have found that Frigidaire milk cooling saves money. C. Albert Fox (Penna.) says that Frigidaire saves him \$70 a month. E. G. Martin (Georgia) says he saves up to \$53 a month with Frigidaire. John J. Corkery (Mass.) says Frigidaire saves him \$1,400 a year.

And Frigidaire holds down bacteria count by cooling

milk faster and keeping it colder. This enabled Marcellus Hartman (Illinois) to qualify for \$1,144 extra a year in bonuses. Many similar examples could be quoted.

**ASK FOR LITERATURE**

For complete information about the Frigidaire Flowing Cold Milk Cooler, mail the coupon. Learn how it's built, how it operates, what it does. Find out how little it costs fully installed.

We'll send you information about the whole line of Frigidaire Milk Cooling Equipment and give you real facts about making more money on milk. Fill out and mail the coupon right away.

**DON'T DELAY GET THE FACTS TODAY**

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MP-410



**End of  
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